



We're aiming high: a cleaner planet.

We have been your partner for many, many years and look forward to continuing this strong relationship with the residents of Edina.



April 15, 2012

City of Edina
Ms. Solvei Wilmot
3400 Edina Boulevard
Edina, MN55447



Dear Solvei,

Thank you for inviting Allied Waste Services to present a proposal for the recycling services to the City of Edina. We look forward to continuing our long-term partnership with Edina and will stop at nothing to make sure we exceed your expectations in every regard.

While Edina has a wonderful level of participation in recycling, our program will increase recycling volumes, increase resident satisfaction and improve the level of participation. Our Single Sort recycling program is proven and is the most advanced in the Twin Cities. The City of Edina and Allied Waste are the leaders!

We look forward to continuing a great relationship with the City and residents of Edina. We are your partner.

Please contact me if there are any questions, thoughts or concerns. Thank you.

Most Sincerely,

Rich Hirstein
Allied Waste Services
Senior Municipal Services Manager
(952) 946-5330
RHirstein@RepublicServices.com



Introduction

Allied Waste has gained significant business momentum over the last several years because we always provide these services from a “partnership viewpoint” with every community we serve. The relationship we have with Edina is cherished—both with the citizens and City Staff. There is nothing we won’t do in order to exceed your expectations for service.

Within the last year and a half, several Twin City communities—the City’s of Shoreview, New Brighton, Albertville, Plymouth, Golden Valley and Minnetonka (with a combined 66,000 + households) **have all chosen Allied Waste Services during their recycling service bid process.** These weren’t just price decisions; it was an overall decision to give the best service offering to their residents.

We want to be selected to continue as the City’s long-term, hassle-free, recycling partner, and we will take care of everything! We are local, experienced in Edina, trusted, a partner you can always count on.

We will address the items from the RFP that need further explanation and confirmation. We will provide that information on the next pages...and move on to the “guts” of the service offering and end with the pricing pages.

Minimum Qualifications to be Eligible

Prospective proposers must have minimum qualifications to be considered as eligible to respond to this RFP. A prospective proposer must meet the following qualifications criteria to be considered eligible to respond:

- ♦ Have provided residential curbside recycling services of similar size and scope to other municipalities in the Twin Cities Metropolitan Area. **YES, we are fully qualified here---in fact, we are the MOST qualified recycling company because of our successful service in Edina for so many years.**
- ♦ Have adequate truck, personnel, customer service/communications and management capacity to service the City of Edina as per the specifications within this RFP. **YES.**



- ♦ Have documented contracts with one or more Material Processing Facilities (MRFs), own or operate a MRF, or have direct contracts with end users of recyclable materials that extend for the full period of the contract. The City reserves the right to examine the contracts and/or facilities to verify compliance with this requirement. **Owning and Operating TWO MRF's gives Allied Waste a significant advantage and guarantees Edina a solid partner for many, many years to come. Companies who simply have agreements with MRF's to process their material are not as solid as full-service, automated companies who actually own and operate their own recycling centers.**

As a successful recycling services company you also must have long-term successful, deep relationships with further-processors and end users of these recyclable items. If Edina selects a recycling company that does not have these deep relationships with further processors and manufacturers, then you run the risk of not being able to sell certain items and the threat of having to change the "acceptables list" in the middle of the contract when that product cannot be sold by that company. This is a real threat for smaller recycling companies in our volatile economy.

Recycling Service Start Date

The new recycling contract will commence on January 1, 2013; however, if a single sort recycling contract is negotiated by the City, single sort collection may begin after March 30, 2013, at the discretion of the City. If so, the Contractor would provide dual-sort service for the interim period from January 1 through March 30, 2013 under the same or similar operations to the current dual-sort program.

Allied Waste is in a unique position as the current service provider and would like to offer another option that we believe will be a big hit: If Allied Waste is selected to be the City's recycling partner thru this RFP process (and if the Single Sort carted system is selected), we would propose to deliver the Single Sort Carts in September of 2012 and begin service October 1, 2012.

By delivering the carts in September of 2012:

- 1) we would have carts in every home even BEFORE the hundreds of snowbird families left town;
- 2) it would be after school had started (and summer vacations were over) so people would be home and "in their routines";
- 3) would give the City's chosen recycling program a FULL 6 Months more of benefit—your citizens would love it and would likely want to act on it rather than wait until Spring of 2013;
- 4) it would save the City SIGNIFICANT money! Our 5 year proposal rate is much lower than the current rate. The savings would be nearly \$20,000.00...and that isn't even taking into account the better recycling Revenue Share formula the City will receive.

We are the ONLY company that can provide you with this distinct advantage. **Your citizens will LOVE IT.**



City's Annual Recycling Public Education Flyer

The Contractor will be responsible for providing and will incur the cost of an annual public education brochure to be included as a utility bill insert. The brochure shall include an annual calendar, list of materials to include for recycling collection, list of materials that cannot be recycled in the City's program, how to prepare materials for collection, a paragraph of information provided by the City of Edina Recycling Coordinator regarding recycling in Edina, and a holiday collection schedule calendar. The City will have final approval of the brochure before printing. The Contractor will be responsible for distributing the brochure to all new customers throughout the year.

Yes---we'd love to continue to do this and have great ideas for it! We could even mail it out separately if we decided that would be more effective! We will do whatever it takes to exceed the expectations of Edina citizens. Additionally, we have a full "launch" program that we will pay for entirely. It includes mailers, service calendars and information delivered to the home when the cart is delivered. The information is comprehensive and provides a great base of knowledge for the new program. Examples of these "launch pieces" are included at the end of this proposal.

City-Designated Recyclables

The following recyclables are required to be included in recycling collection: rigid bottles and cans including aluminum cans; clean aluminum foil; steel and tin cans; glass containers, jars and bottles; rigid plastic containers (including caps and lids) made from plastic types #1, #2, #3, #4 and #5; paper products including newspapers; catalogs; magazines; boxboard; phone books; household office paper and mixed mail; and corrugated cardboard; and aseptic containers.

Materials may be added to this list as part of the proposal, or by mutual written agreement between the City and the Contractor.

Yes, we'll handle everything listed---but also Allied Waste announced in January, 2012 that it will now accept plastic items with the #6 and #7 ASTM recycling numbers and plastic bags in our Single Sort program. WOW! In addition, we will collect all milk, juice, broth and juciebox-type aseptic packaging! Allied Waste is the ONLY Recycling company in the Twin Cities to collect all of these items in their curbside recycling program.



Proposal Content

Qualified proposals must include at least the following elements:

- ◆ Statement of Proposer's qualifications, including references of other municipal clients in the Twin Cities metro region receiving similar services.

Because we have been providing these services in Edina for so many years, we believe we are UNIQIELY qualified---and certainly the MOST qualified recycling service company here in the Twin Cities. We have always received good feedback on our services from the Staff and City Officials in Edina: that is the best reference we could ask for. More references will be available later in the proposal. You can call each of our municipal recycling partners and they will tell you the same thing: Allied Waste does it right, is very responsive to the needs of the customer, acts with a high degree of professionalism and is a great overall partner.

General Background Info

We have been providing waste/recycling services in the Twin Cities area since 1948. Formerly known as BFI Waste Services, Allied Waste Services is the second largest trash and recycling services company in North America. We are a Fortune 500® organization that in 2006, 2007 and 2008 was named by Forbes Magazine as one of the "Most Trustworthy Companies" in the United States---and we were the only waste or recycling company that was named to this prestigious list. We are very proud of our personal commitment to our customers, employees and shareholders. We believe we do things the right way and take great pride in this recognition.

Allied currently has approximately 200,000 residential customers and 12,000 commercial customers in the greater Twin Cities area. Currently we provide contracted waste and/or recycling services for just over 25 communities in the Twin City metro area.

Allied Waste owns and operates two recycling and processing centers here in the Twin Cities area. We are the ONLY local organization that has invested in, owns and operates two recycling facilities here. We are able to efficiently process Single Sort, Dual Sort and up to seven-sort recycling volumes using the most up-to-date automated processing equipment. Allied Waste is one of the top recycling collection companies in North America and has materials marketing contracts with some of the largest recycling mills in the world. We have good, solid sources for all of the recycling materials we currently collect curbside.

We have municipal services agreements that cover the services in large communities (like the City of Maple Grove with 22,000+ households) and very small communities (like the City of Minnetonka Beach with 235 households). We provide the same professional, safe, efficient service for each community---regardless of size.



The relationships we have with our municipal services customers here in the Twin Cities are VERY IMPORTANT---especially to me personally---and I take it very seriously. There is nothing I wouldn't do for you or any of them.

Listed below are the current municipal recycling contracts that Allied Waste holds in the Twin Cities. Please feel free to contact them with any questions you may have about our services.

| <u>Municipality</u> | <u>Contact Person</u> | <u>Contract Start Date</u> | <u>Phone</u> | <u>E-mail Address</u> |
|-------------------------|-----------------------|----------------------------|---------------|--------------------------------------|
| City of Albertville | Larry Kruse | 2011 | 763-497-3384 | LKruse@ci.albertville.mn.us |
| City of Excelsior | Cheri Johnson | 2006 | 952-653-3675 | cheri@ci.excelsior.mn.us |
| City of Golden Valley | Mark Ray | 2012 | 763-593-3960 | mray@ci.golden-valley.mn.us |
| City of Minnetonka | Dean Elstad | 2012 | 952-988-8430 | delstad@ci.minnetonka.mn.us |
| City of Mntnka Beach | Susanne Griffin | 2006 | 952-471-8878 | sgriffin@ci.minnetonka-beach.mn.us |
| City of Mound | Joyce Nelson | 2006 | 952-472-0600 | joycenelson@cityofmound.com |
| City of Plymouth | Doran Cote | 2012 | 763-509-55501 | dcote@ci.plymouth.mn.us |
| City of Plymouth | Sarah Hellekson | 2012 | 763-509-5052 | shellekson@ci.plymouth.mn.us |
| City of Shorewood | Julie Moore | 2009 | 952-960-7906 | jmoore@ci.shorewood.mn.us |
| City of Spring Park | Wendy Lewin | 2006 | 952-471-9051 | wlewin@ci.spring-park.mn.us |
| City of Tonka Bay | Clare Link | pre 2000 | 952-474-7994 | clink@cityoftonkabay.net |
| City of Plymouth | Doran Cote | 2012 | 763-509-5501 | dcote@ci.plymouth.mn.us |
| City of Anoka | Pam Bowman | pre 2000 | 763-576-2725 | pbowman@ci.anoka.mn.us |
| City of Champlin | Roberta Colotti | pre 2000 | 763-923-7111 | rcolotti@ci.champlin.mn.us |
| City of Elk River | Rebecca Haug | pre 2000 | 763-635-1068 | rhaug@ci.elk-river.mn.us |
| City of Fridley | Julie Jones | pre 2000 | 763-572-3599 | jonesj@ci.fridley.mn.us |
| City of Maple Grove | Frank Kampel | pre 2000 | 763-494-6365 | fkample@ci.maple-grove.mn.us |
| City of New Brighton | Joe Hatch | 2011 | 651-638-2061 | joehatch@newbrightonmn.gov |
| City of Shoreview | Tom Wesolowski | 2011 | 651-490-4652 | twesolowski@shoreviewmn.gov |
| City of Vadnais Heights | Kathy Keefe | pre 2000 | 651-204-6013 | kkeefe@cityvadnaisheights.com |
| Township of White Bear | Bill Short | 2000 | 651-747-2758 | bill.short@white-bear-township.mn.us |
| City of Bayport | Sara Taylor | pre 2000 | 651-275-4404 | staylor@ci.bayport.mn.us |
| City of Little Canada | Joel Hansen | pre 2000 | 651-766-4040 | joel.hansen@ci.little-canada.mn.us |
| City of North St. Paul | Scott Duddeck | 2001 | 651-747-2436 | sduddeck@ci.north-saint-paul.mn.us |

Without exception, Allied Waste has worked professionally and has met or exceeded expectations (both operationally and with the administrative side) on each and every municipal recycling services contract we have held since the year 2000. The very few service questions we receive are dealt with and resolved immediately. The resident or city contact person calls either our local Customer Service team or calls me directly for resolution.



- ◆ Proposal for revenue sharing with the City.

Our proposal for Revenue Sharing is located in Section C near the end of this proposal. We think you'll like getting back 100% of the revenue! Yep, we are offering 100% Revenue Share.

- ◆ Information regarding environmental benefits of the proposal. For example, how does the proposal's collection plan lessen greenhouse gas emission of vehicles? What are the estimated recycling and residual rates at the recycling facility?

Allied Waste has been incredibly proactive with regard to environmental issues---both locally and nationally. We believe environmental stewardship is critical for a company of our size, footprint and impact on global waste solutions. Later in this proposal I have outlined some of the sound, positive environmental strategies that we have undertaken.

- ◆ List of materials proposed to be collected and a discussion and rationale for any proposed changes to the City's standard list of recyclable items.

Here is Allied Waste's list for our Single Sort recycling customers. If the City would like to discuss any of these, please let us know.

Yes! Recycle These Items!

Newspaper & Newspaper Inserts

Magazines & Catalogs

All Junk Mail and Envelopes

Cardboard (break-down boxes)

Office & School Paper (all colors)

Phone books

Cereal & cracker-type boxes

Brown paper sacks/bags

Aluminum, Steel & Tin Cans

Glass bottles and jars

Plastics: #1 thru #7—bottles, cups

Plastic food containers, tubs, bowls

Yogurt cups & butter/whip cream tubs

Plastic Milk Jugs & Paper Milk Cartons

Plastic bags (from retailers)

NEW

NO! Do NOT recycle these items!

(They go in the garbage can)

No Garbage

No Food Waste

No Food-tainted items (used paper plates, paper towels or paper napkins)

No Pizza Boxes

No Egg cartons

No Wax-coated freezer cartons

No Ice-cream cartons

No Aluminum foil

No Styrofoam cups/plates

No Aerosol cans, Propane tanks or Helium tanks












Allied Waste Services will be Recycling some New Plastic items beginning January 1, 2012!

We are adding the collection of HOUSEHOLD/CONSUMER GOODS that are PLASTIC PRODUCTS AND PACKAGING (plastic items coded #3 thru #7) to our curbside recycling program beginning January 1, 2012!



-  All soft drink/water bottles (leave the bottle caps ON the bottles), beverage and mouthwash bottles, and rinsed plastic food jars/containers
-  Plastic bottles, plastic milk and water jugs, detergents, cleaners, shampoo bottles
-  Household cleaning product bottles (must be empty), cooking oil bottles, salad dressing bottles, and some shampoo bottles. (No PVC piping allowed at all!)
-  Plastic bags (all of the bags must be put inside one of the bags), Small Buckets (8" diameter max.), soap dispenser bottles, food storage containers, squeezable bottles (NO Food Residue Allowed)
-  Yogurt containers, margarine tubs, some food containers, ketchup bottles (rinsed clean)
-  Small plastic flower pots (8" max. size and must be clean), plastic cups, some medicine bottles, and some small plastic toys
-  Some miscellaneous small plastic containers/packaging



Also, we cannot accept any over-sized plastic items—they must all fit inside the new Single Sort Recycling cart. Thanks for Recycling!



This is the piece we sent out to all of the communities we serve to announce the expansion of our recycling program. We sent it out in a Word format so that cities could simply cut and paste text and pictures into their city newsletters. We educate and inform our partners--- and make it easy for them to pass along the new information! Easy!





IMPORTANT ANNOUNCEMENT:



Allied Waste Services Now Accepts These Cartons & Other Aseptic Packaging in their residential recycling program!

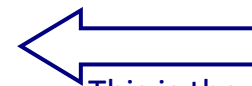


This addition to the list of acceptable items marks another innovation in the company's residential recycling advancements and successes!

Allied Waste Services is focused on bringing the best possible recycling program to our customers.

Beginning February, 2012, residential households can place all empty, clean and dry food and beverage cartons in their recycling carts. Commonly used carton and aseptic containers include milk and juice cartons, along with soup and broth, soy milk, cream and wine cartons.

These types of containers (aseptic) are typically made from layers that may include paper, metal and plastic, too. All of these materials can be recycled, and Allied Waste brings this advancement to residents in an effort to make a larger impact on the environment and continued advancements in sustainability! We are an environmental leader!



This is the piece we sent out to all of the communities we serve via Single Sort to announce the addition of aseptic packaging—milk, juice and other cartons. We also sent this out in a Word format so that cities could simply cut and paste text and pictures into their city newsletters. We make it easy for our partners to pass along the new information!



- ◆ Proposed collection, processing and public education services for:
 - Single family dwellings (SFD's) receiving curbside service.
 - Multiple family dwellings (MFD's) 3 to 8 units receiving curbside service.

The educational information we distribute for both Single Family and Multi Family will be essentially the same. We have included much of our “program launch” information and will supplement that with other pieces as well. Please see these items throughout the proposal and at the end of the proposal as well.

- ◆ Completed price worksheets (see Attachment B). See attached.
 - ◆ Completed questionnaire (see Attachment C). See attached.
 - ◆ Copy of education tag. See the back page for the orange service tag.
 - ◆ Copy of monthly report. We will customize the report for the City of Edina. We currently provide monthly reports for nearly a dozen cities here in the Twin City Metro area.
 - ◆ Statement of acceptance of the City's dual-sort scenario specifications or single-sort scenario specifications, or suitable alternate. We accept this and have answered accordingly in the Pricing Sheets.
 - ◆ Statement of acceptance of annual public education flyer requirement. Yes, we look forward to this!
 - ◆ Statement as to any litigation in the past five years within the State of Minnesota and the current status of that litigation. We are not engaged in any litigation that would have any affect on the performance of these services.
- Description of how recyclable material “splits” by commodity will be calculated
 Initially, we will use our standard Twin Cities Single Sort recycling commodity matrix as the starting point for measurement. This will allow us to develop a baseline to compare the City of Edina's material breakout with that of our other single sort recycling communities. After that point, the commodity ratios matrix that we use for Edina will be based upon actual load audits of the City's material. It will not be based on simple averages coming into our recycling center.
- One of the options we are going to offer is the RecycleBank program. With this program, household-specific RFID microchips are attached to each household's cart so that we can get a very specific record of which households recycled and an exact number of how many recycled EACH service day. This will allow the City to have exact percentages of participation and be able to apply exact weight figures to each service day, etc. This RFID technology is only available if you choose the RecycleBank option.
- Description of how process residuals amounts and composition will be estimated. We measure and report our residual rate monthly to the State. We evaluate the total inbound tons vs. the total tons disposed as MSW.



Proposal Scenarios

Single-Sort Start Date

The start date for any new single-sort recycling contract, if such a contract is awarded by the City, shall be January 1, 2013. A phase-in period allowing continuation of dual-sort service through March 30, 2013 may be permitted to allow the Contractor to purchase equipment (e.g., recycling carts) and provide public education to City residents. Proposers may suggest an alternative “change date” to start the new single-sort recyclables collection service, but this must be clearly specified in their response to this RFP (e.g., in response to question #21.b in the questionnaire, Attachment C).

We have outlined our plan for this scenario in previous pages of this proposal....and will do so again in Attachment C.

Cart Size

The default cart size shall be approximately 65 gallons (nominal capacity). Proposers shall include their proposed policy for smaller, 35 gallon recycling carts or larger 95 gallon recycling carts should a resident request a cart other than the default size. This proposed policy shall clearly describe the number of cart size “switches” that residents are allowed to make each year. Proposers shall not differentiate the price of recycling by size of cart.

Allied Waste will provide the City with pricing for the 65 gallon cart size—but will allow citizens of Edina to have the cart size that best suits their individual lifestyle.

We will deliver a 65 gallon cart to every household initially. Citizens who want a larger (95 gallon) or any extra 65 gallon cart will be given those carts within 30 days of the start of the program. This cart exchange or an additional cart will be given at NO CHARGE. The monthly service price will not change with a larger or second cart.

If a resident wants to move to the smaller, 35 gallon size, we will ask them to wait 60 days and give the 65 gallon cart “a trial period”. What we have found is that those who request a smaller cart immediately, often change their mind when they use the cart for a period of time and see how many more things they can recycle and experience the ease of no-sorting.

There will be no extra charge for cart exchanges: we want it to be right for the resident and exceed their expectations.

Cart Color and Labels

Proposers must clearly specify their proposed single-sort cart color, hot-molded logos, and in-mold label (IML) of resident recycling instructions. A reference example of IML recycling instructions (e.g., from another existing city recycling program) must be included in the proposal packet.



Here is the cart that we'll deliver to all households in Edina. Note that the lid is **EDINA GREEN**. The In-Mold Label pictured below will be built into the lid of the cart. It is NOT simply a sticker. It looks great and gives a perfect description of what is and what is not recyclable! The carts will all be the same and will look great in Edina---good looking, uniform and consistent!



Cart Purchase, Ownership, Shipping, Assembly, Delivery, Inventory and Maintenance

The Contractor shall purchase, own, ship, assemble, deliver, store/inventory and maintain the carts.
Allied Waste will fully comply with this requirement.

Collection Frequency

We'll provide the service every other week on the same day as their current service is provided. No change for your residents. EASY!

Truck-Side Materials Inspection / Quality Control

Recyclable materials inspection at the truck-side (prior to unloading the cart) is preferred but not required. Proposers must adequately specify in their proposals how they plan to manage prohibited items that residents may place in the recycling cart. The trucks we use have a window in the cab of the vehicle that allows the driver to observe the load as its being dumped in the truck. This allows us to monitor the material going into the truck after it is dumped. If our driver notices a problem, they will get out of the truck and “tag” the cart with an orange Resident Education tag. We also have cameras in the trucks and mirrors throughout to help us observe this type of issue, should it arise.

The in-mold cart label and our annual full-color education pieces really help keep the contamination to a very low level. For instance, in the cities of Minnetonka and Plymouth we are getting just over a 2% residual rate right now! That is a GREAT rate and we believe it is due to the well-educated population, the in-mold label and the detailed education we’ve done. We are proud of this!

Pick-Up of Old, Dual-Sort Curbside Bins

The Contractor shall provide pick-up service of the City’s old, dual-sort curbside bins. Proposers must provide a detailed description of proposed bin pick-up, processing and recycling policies and procedures. The City retains all rights to the ownership and scrap value of these bins. The City retains all rights to review and approve any and all resident instructions about set-out and recycling of these old bins.

Allied Waste will certainly provide this service for Edina. Our rates for pickup of the current bins is built right into the monthly rate for the services (there is no extra cost outlined for the bin collection):

- With a 3 year contract, the rate would be \$2.80 per month, per household for the 36 months;
- With a 5 year contract, the rate would be \$2.58 per month, per household for the 60 months;
- With a 7 year contract, the rate would be \$2.40 per month, per household for the 84 months;



The City of Edina will need to tell us where to recycle the bins after we pick them up. We will deliver them to a location within the Twin Cities Metro area as part of this service, at the above rates. Or, we can help find a recycling outlet for them. EASY!

Public Education and Cart Roll-Out Schedule

The Contractor shall be responsible for purchase, production and distribution of at least the following public education materials:

- ♦ Residential Recycling Instructions within a molded label (IML) on the cart lid. YES, we have that!
- ♦ Single-sort system instructional brochure for residents. YES, we’ll provide that!
- ♦ Single-sort system instructions for the City’s web page and newsletter. YES, we’ll provide that!

This is the minimum list of public education materials that the Contractor shall provide. Proposers are encouraged to itemize additional public educational tools and concepts above this minimum list. Please describe these additional items carefully.

On the next few pages we have given you examples of the public information we have developed (or developed with the City) to help inform the citizens of this new plan. These pieces have been well-received and have been very effective. These are just examples--- we can do whatever makes sense and will consider any ideas or concepts that City has. We are your partner in the success of this program and will provide the best service.

Any single-sort proposal must have a detailed and clear public education and cart roll-out schedule. This schedule must include Contractor and City deadlines for:

- ♦ Final cart, label and logo specifications (including details of cart color, lid color, and draft content of any label instructions) to be proposed by the Contractor and approved by the City. We have outlined all of this in this proposal.
- ♦ Cart order quantity (including specified overage to have in stock as excess inventory). We will have sufficient inventory for residents who want a larger size, smaller size, second cart....whatever! We will use averages from recent cart program roll-outs. We have successfully executed seven city-wide roll-outs of Single Sort recycling in the last 14 months. We have the experience to handle this with ease.
- ♦ Contractor's draft content and camera-ready proof mock-up of a single-sort program brochure of instructions for residents. I have included these images in the proposal and actual pieces used in the back of the proposal. We are ready to go!
- ♦ Contractor's draft instructions content and graphics for the City to post on its web page and include in its City newsletter to residents. We have all of this information and will base the Edina information on what we have recently produced for other communities.
- ♦ Contractor's plan for cart roll-out to residents. As mentioned earlier in this proposal, we'd love to deliver all of the carts in the last two weeks in September to ensure we can get carts to every household (catching the snowbirds before they leave for the winter) and begin the program in October. We are ready, have a plan in place, and will execute it flawlessly. I simply won't allow it to fail. We have never had anything but a successful launch. I can assure you it will happen if we care the selected service provider in Edina.
- ♦ Recycling bin pick-up procedures. We'll pickup the bins as we are delivering the carts. We'll do it on their recycling service day for simplicity. We've done it before and will do it for you. EASY!





*This new Recycling Program
begins in May!*



Here's part of what we did for Fridley's Single Sort launch: a F.A.Q. & Calendar mailer...along with a service area map. Easy and professional!

Dear Fridley Resident – We have important news for you: very soon you'll be receiving a new Single Sort Recycling Cart!

Your new **RECYCLING Cart** will be delivered to your home the last week of April or first week of May. Please begin using the new **Single Sort Recycling cart**. Your service day will not change but you will now get your recycling picked up **Every Other Week**. Please see the Calendar below!

Q: What is Single Sort Recycling?

A: Single Sort recycling from Allied Waste allows you to throw all recyclable materials into one cart - no sorting or separating of the materials is needed, we'll do it for you! The new cart has wheels so it's easy to roll down the driveway and has a special green lid that sets it apart from other containers.

Q: When will the new Single Sort Recycling program start?

A: Allied Waste will bring you this Single Sort recycling service starting the week of May 7, 2012. We will empty your new recycling cart at your curb **EVERY OTHER WEEK** from that point on. We have provided you with a calendar at the bottom of this page. Please cut it off and place it on your refrigerator so you can keep track of when to recycle. Please have your recycling cart to the curb by 6:30 am on your service day. Your service day will not change - it will remain the same except for every other week service now.

Q: What size is the new Single Sort Recycling cart?

A: The new recycling cart has 65 gallons of capacity. It stands 39" tall, is 25" wide, and is 27" deep. If you need an additional or larger container please give us a call. We'll provide these at no extra charge!

Thank you, from the City of Fridley and Allied Waste & Recycling Services!
For more information please visit www.AlliedWasteMinnesota.com or call our local Allied Waste Customer Service Group at (952) 941-5174

PLEASE CUT HERE AND PLACE THE CALENDAR ON YOUR REFRIGERATOR.

2012 Allied Waste's
**SINGLE SORT
RECYCLING
SCHEDULE**

RECYCLE SERVICE IS ON BLUE WEEKS ONLY

| YES! Recycle These Items! | NO! Do Not Recycle These Items! |
|---|---|
| Newspaper & Newspaper Inserts Magazines & Catalogs All Junk Mail and Envelopes Cardboard (break-down boxes) Office & School Paper (all colors) Phone books Cereal & cracker-type boxes Brown paper sacks/bags Aluminum, Steel & Tin Cans Glass bottles and jars Plastics: #1 thru #7—bottles, cups Plastic food containers, tubs, bowls Sport cups & bottles/white ocean tubs Plastic Milk Jugs & Paper Milk Cartons Plastic bags (from retailers) Juice boxes & other paper cartons | No Garbage No Food Waste No Food-Related Items (used paper plates) No paper towels or paper napkins No Pizza Boxes No Egg cartons No Wax-coated cartons No Ice-cream cartons No Aluminum foil No Styrofoam cups/plates or packaging No Aerosol cans, Propane tanks or Helium tanks No Batteries |

Check out the NEW ITEMS
that can now be recycled!

| MAY | JUNE |
|--|--|
| S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 | S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 |
| JULY | AUGUST |
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| SEPTEMBER | OCTOBER |
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| NOVEMBER | DECEMBER |
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○ The end date indicates a holiday. Service on or after the holiday will be delayed by one day this week.



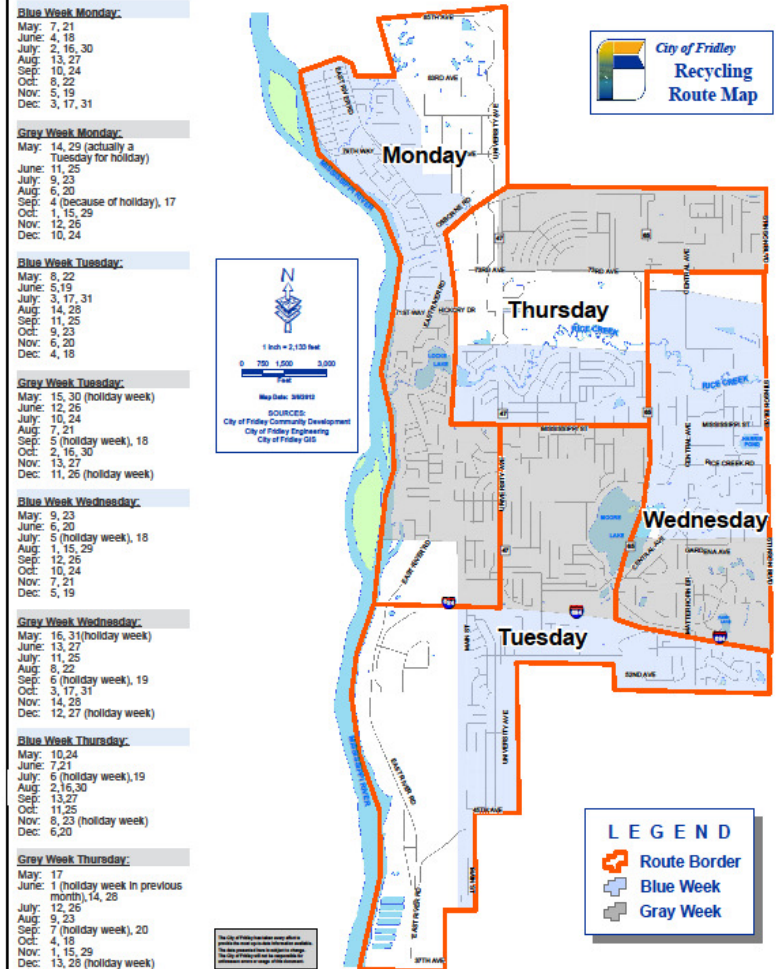
www.AlliedWasteMinnesota.com

Customer Service (952) 941-5174

Recycling Schedule

Effective: April 9, 2012

Blue Week Gray Week

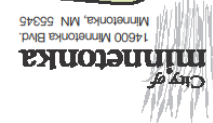
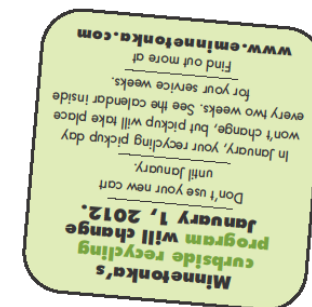
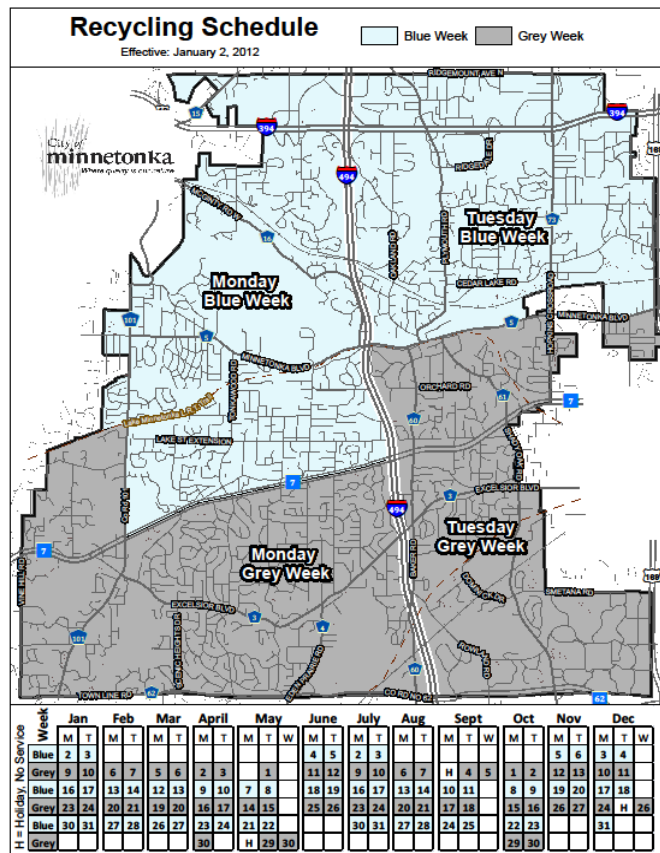


Partners in Recycling for More Than Two Decades



For the City of Minnetonka's Single Sort launch in November of 2011 we used essentially the same F.A.Q. and Calendar mailer as we did in Fridley and developed a map that gave each citizen exact details of which section they are located-in. Just like we'll do in Edina, we did not change any service days in Minnetonka...that makes it easy and stress-free for the residents.

The City of Minnetonka also developed an information piece on their own (below in green). These pieces were professionally done and helped launch the program successfully! We'll do the same for Edina.

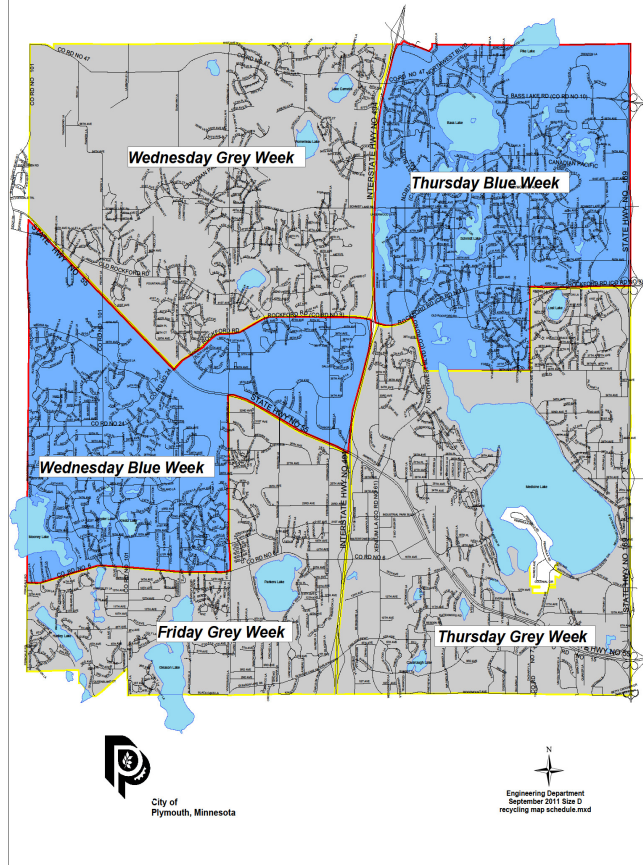


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PERMIT NO. 103

Partners in Recycling for More Than Two Decades



City of Plymouth Recycling Schedule



For Plymouth's launch late last year, the City worked with us to develop the map to the left and the information-packed poster, below. The poster was enlarged and placed on display with the new recycling cart at City Hall for the months preceding the launch. Great success with each!



Coming in January, 2012 - More materials and more convenience for more recycling



New 65 gallon wheeled carts
will be delivered - Nov. 28
through December.

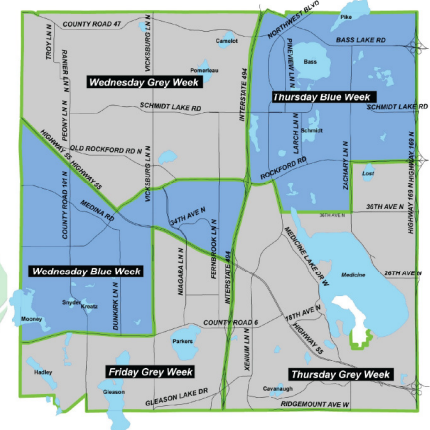


No sorting.

More types of paper and
plastic accepted.

Recycling collected every
other week on the regular
recycling day.

Questions? Contact recycle@plymouthmn.gov or 763-509-5096.



Partners in Recycling for More Than Two Decades



Alternate Scenario

Proposers may elect to also submit a proposal for an alternate scenario that does not conform to the specifications listed in the dual-sort or single-sort RFP scenarios as described above. [Thank you for these options!](#)

Separate Collection of Electronics

Proposers may include the option for separate curbside collection of electronics. If awarded the contract, and if the Proposer included this option in their proposal, the City may include this additional service. The Contractor would charge separately for the extra service on a fee basis by invoicing the resident directly. [Allied Waste will offer this solution...using our long-time waste services partner, Certified Recycling. EASY!](#)

Evaluation Criteria

Environmental (40 points)

Includes consideration of which proposals have the best relative value to the City and residents as determined by:

- ◆ The proposal that allows residents to recycle the most materials (e.g., list of City designated recyclables, recovery rates, participation rates, tons collected),
- ◆ The proposal that generates the least amount of process residuals in the residential recycling collection, i.e. waste. Based on this estimate, what is the net amount of tons actually recycled to end markets?
- ◆ Alternative fuels are encouraged such as use of compressed natural gas (CNG) or biodiesel.
- ◆ The collection method which minimizes pollution through equipment or routing.
- ◆ The characterization of glass end markets actually utilized (e.g., percent by type of end use application).
- ◆ The proposal and company that has best plans for reducing greenhouse gas (GHC) emissions. (Evaluations will be based on information submitted within the written proposals about plans to reduce GHC emissions due to proposed recycling operations directly and indirectly related to the City of Edina curbside collection services. The City will review GHC emission reductions plans within the following categories (in order of priority relevance to the City of Edina):
 - On-route, curbside collection operations in the City of Edina.
 - Recyclables materials processing operations (in the Twin Cities Metropolitan Area).
 - Materials transportation to market.
 - End markets.
- ◆ Innovations proposed to increase recycling participation or tonnages and materials collected.
- ◆ The proposal that shows the greatest amount of plastics marketed to domestic (U.S. and Canada) end users

Economics (40 points)

Including consideration of which proposals have the best, net relative value to the City and to residents as determined by (not in any special order):

- ◆ The proposed price of the recycling collection service (e.g., dollars per household served per month).
- ◆ The proposed revenue credits sharing to the City (as estimated by the actual dollar amount of monthly and annual credits back to the City after processing fees.)

Education (15 points)

Including consideration of which proposals have the best relative value to the City and to residents as determined by (not in any special order):

- ◆ Innovations proposed to improve public education to increase awareness about recycling to all City residents.
- ◆ Innovations proposed to improve public education to increase the quantity of recyclable materials collected.
- ◆ Innovations proposed to improve public education to improve the quality of the recyclable materials collected.

Qualifications (5 points)

Including consideration of which proposals have the best relative value to the City and to residents as determined by:

- ◆ How the proposals have been tailored to meet the particular needs of the City of Edina.
- ◆ Strength of qualifications of the Proposers (together with any proposed subcontractor(s)).
- ◆ Comments from the Proposers' reference clients.

All Proposers must fully complete the questionnaire (Attachment C).

General Requirements for Collection

Allied Waste understands and will fully comply with each of these items. Where necessary, I have added more detail.

Contractor Service Requirements

The Contractor agrees to provide residential curbside recycling services described herein and as described in the Proposal and Attachment A: "Recycling Collection Zones" map. Yes, Allied Waste will maintain the same service days and comply fully.

Contractor Licensing Requirements; Missed Collections; Severe Weather; Collection Hours and Days; Monthly Complaints Report

Vehicles

All collection vehicles will comply with EPA and Department of Transportation emission standards. Contractors must indicate what model and year vehicles they will be using in their fleet. We will most-likely be using BRAND NEW, fully automated vehicles for these services. We will provide exact details if we are awarded the contract for these services.



Weighing of Loads

Set-Out and Participation Rate Studies

The Proposer shall state how they propose to measure set-out rates (e.g., stop counts for each collection on each route, etc.) If the City chooses the Recyclebank option, RFID tags will be used to exactly, electronically measure participation. If the City does not choose the Recyclebank option, we will provide manual stop counts (called “clicking the stops” with a handheld counter).

Monthly, Annual Reports and Studies

No problem. We look forward to providing all of the information you have outlined in this requirement. We’ll fully comply.

Ownership of Recyclables; Scavenging Prohibited; Cleanup of Spillage or Blowing Litter;

Recyclable Materials are Required to be Transported to Markets; Disposal Prohibited;

MRF Reports to MN Dept. of Revenue

A copy of the latest annual recycling facility report submitted to the Minnesota Department of Revenue shall be provided as part of the proposal in response to this RFP.

The report is attached at the end of this proposal.

Processing Facilities Must be Specified

Allied Waste has the largest capacity of recyclable material in the Twin Cities area and has more-than-adequate capacity for Edina’s materials. We own and operate two recycling centers in the Twin Cities: in Minneapolis and in Inver Grove Heights.

Estimating Materials Composition as Collected

No problem. We look forward to doing this for Edina.

Estimating Process Residuals

The Contractor shall provide the City a written description of the means to estimate process residuals derived from the City’s recyclables. This written description shall be reviewed and approved in writing by the City. This written description shall be updated by the Contractor immediately after any significant changes to the processing facilities used by the Contractor.

During a materials composition audit, we will sort all of the materials by product type. All of the materials we collect and process will be put into piles. The piles will each be weighed. The remaining items that cannot be recycled will be weighed and handled appropriately. Percentages will be calculated.



We just completed these same audits for the new recycling contract Cities of Plymouth, Minnetonka and Golden Valley and the results were outstanding! The residual rate was approximately 2% of the load---which is wonderfully low.

Lack of Adequate Market Demand; Performance Monitoring; Liquidated Damages; City Retains Right to Specify Resident Preparation Instructions; City Shall Approve Contractor's Public Education Literature; Annual Recycling Public Education Flyer

Curbside Collection Requirements

Allied Waste understands and will fully comply with each of these items. Where necessary, I have added more detail.

Curbside Collection Schedule Deadline

Procedure for Handling Non-Recyclable Materials

Allied Waste will use our orange recycling education cards to teach residents about any errors they make in recycling certain materials. If we can remove the item before we empty their cart, we will remove it and leave the card attached to it. If the material gets to our recycling facility, we will remove it (by sorting) and place it in the appropriate container for proper disposal.

Insurance and Other Legal Requirements

Allied Waste understands and will fully comply with each of these items below.

Workers Compensation Insurance; Commercial General Liability Insurance; Commercial Automobile Liability Insurance; Professional Liability Insurance or Errors & Omissions; Environmental Liability Insurance; Transfer of Interest, Non-Assignability; Dispute Resolution and Arbitration Procedures; Bonds: Performance and Payment; General Compliance; Independent Contractor; Hold Harmless; Accounting Standards; Retention of Records; Data Practices; Inspection of Records; Applicable Law; Contract Termination; Employee Working Conditions and Respondent's Safety Procedures



PROPOSAL CONTENT CHECKLIST

Prospective Contractors shall complete and submit this checklist.

Items listed are mandatory*(unless noted otherwise).*

- ☐ **Four (4) bound copies of the proposal**
- ☐ **One (1) unbound copy of the proposal**
- ☐ **One (1) electronic copy of the proposal**

- ☐ **Attachment D - Signature Page**
- ☐ **Description of all subcontractors**

Proposed Price Worksheets, Attachments B.1 through B.4
(Please submit proposed price worksheets in a separate sealed envelope.)

- ☐ B.1.1 Proposed Percent Revenue Sharing Worksheet
- ☐ B.1.2 Proposed Processing Fees Worksheet

B.2 Collection Service Fees Worksheets

- ☐ B. 2.1 Two Sort Scenario
- ☐ B. 2.2 Single-sort Scenario

B. 3 Proposer's Alternate Scenario *(Not required):*

- ☐ B.3.1 Complete Description of Alternate System
- ☐ B.3.2 Proposed Alternate Percent Revenue Share
- ☐ B.3.3 Proposed Alternate Processing Fees
- ☐ B.3.4 Alternate Collection Service Fees Worksheet

- ☐ **Attachment C - Questionnaire**
- ☐ **Proof of ability to provide insurance**

The current service agreement we have with the City of Edina and the insurance required for that is evidence of an ability to provide insurance. We are a Fortune 200 organization and carry sufficient levels of insurance for all aspects of our business.

- ☐ **Current example of an “education tag”**
- ☐ **Confidential information is/is not (circle one) included in a separate envelope (optional)**



RFP ATTACHMENT C - Questionnaire

Please provide requested information to the items listed below.

1. Provide a list of acceptable materials you are currently able to collect, process and market, other than the listed materials the City requires in the RFP. Do you have any concerns about the City's list of designated recyclables?

Allied Waste will provide recycling services that will exceed the list required by the City. We will also collect plastics #6 and #7. A comprehensive list of what we will collect is listed below. We have no concerns with the City's list.

Yes! Recycle These Items!

Newspaper & Newspaper Inserts
Magazines & Catalogs
All Junk Mail and Envelopes
Cardboard (break-down boxes)
Office & School Paper (all colors)
Phone books
Cereal & cracker-type boxes
Brown paper sacks/bags
Aluminum, Steel & Tin Cans
Glass bottles and jars
Plastics: #1 thru #7—bottles, cups
Plastic food containers, tubs, bowls
Yogurt cups & butter/whip cream tubs
Plastic Milk Jugs & Paper Milk Cartons
Plastic bags (from retailers)



NO! Do NOT recycle these items!

(They go in the garbage can)

No Garbage
No Food Waste
No Food-tainted items (used paper plates
No paper towels or paper napkins)
No Pizza Boxes
No Egg cartons
No Wax-coated cartons
No Ice-cream cartons
No Aluminum foil
No Styrofoam cups/plates
No Aerosol cans, Propane tanks
or Helium tanks

2. Provide clear descriptions of the means used to calculate monthly recycling tonnage. For example, will you collect Edina loads of residential curbside recyclables separate from other customers? Will you weigh each load? If not, state any other assumptions, sources of data, and methods of calculation (e.g., average recovery rates in pounds per household served or pounds per stop).

The trucks that provide service for Edina will not be providing service in other communities. We will weigh each truck as it comes into our recycling center and apply those specific weights to Edina's monthly figures.

One of the options we are going to offer is the RecycleBank program. With this program, household-specific RFID microchips are used so that we can get a very specific record of which households recycled and an exact number of how many recycled EACH service day. This will allow the City to have exact percentages of participation and be able to apply exact weight figures to each service day, etc. This becomes a very valuable tool—especially for a community that is as deeply involved in recycling success as Edina is. This RFID technology is only available if you choose the RecycleBank option.

3. Describe your interest and capability of adding materials in the future. Please note the types of materials that may be included in the future.

Allied Waste will meet with the City and discuss whenever new opportunities are available to expand the acceptable materials list.

4. Describe what you propose as plans for education to better the quality of the program, to increase participation and volume of materials collected, both initially and over the term of this contract.

We are 100% dedicated to working with the City to plan, design and implement the BEST recycling program anywhere. This dedication is not limited to the initial roll-out and is certainly not limited to the curbside recycling program only. We will meet with the City to come-up with additional plans to better the program, increase participation and volume. We will use best practices from other communities here in the Twin Cities---and from around the country.



SINGLE SORT RECYCLING ONLY

YES! Recycle These Items!

- Newspaper & newspaper inserts
- Magazines & catalogs
- All junk mail & envelopes
- Cardboard (flatten the boxes)
- Office & school papers (all colors)
- Phone books
- Cereal & cracker-type boxes
- Brown paper sacks/bags
- Aluminum, Steel & Tin cans
- Glass bottles & jars
- Plastics: #1 thru #7—bottles, cups, food containers, tubs, bowls
- Yogurt cups & butter/whip cream tubs
- Plastic milk jugs & paper milk cartons
- Plastic bags (from retailers)
- Juice boxes & other paper cartons

NO! Do NOT Recycle These Items!

- No Garbage
- No food waste
- No food tainted items (used paper plates, paper towels or paper napkins)
- No pizza boxes
- No egg cartons
- No wax-coated cartons
- No ice-cream cartons
- No aluminum foil
- No Styrofoam (like cups/plates & packaging)
- No aerosol cans, propane tanks or helium tanks
- No Batteries



IL-0000-140 OCT11

We believe that the BEST piece of “education” sits on top of the cart everyday. Knowing what is and is not recyclable is critical—and having that list at your fingertips before you throw it into the cart is essential. This has been a huge part of our success and our low residual rate!

Our philosophy is that this education plan cannot just be a City-driven effort. Allied Waste will be there providing the expertise, time, effort, and financial resources that will make these changes effective and efficient so that they will have relative permanence. Kids need to understand the whole program as well as their parents.

Choosing whether to recycle or to not recycle is not a socio-economic issue. Our philosophy is that it is an issue of education, ease of participation and having the opportunity to recycle. We will remove any hurdles that derail this core belief by educating people on recycling, making participation in the program even easier by providing the single sort carts, and ensuring that the opportunity for everyone in the City to recycle is automatic.

Partners in Recycling for More Than Two Decades



If we are chosen as your recycling service provider, we will plan with the City to deliver the BEST RECYCLING PROGRAM ANYWHERE! Below is an example of what we could mail to the residents prior to beginning the Single Sort cart recycling program. This letter (and the information on the following pages) has been effective in giving the resident the information they need to be successful with the new Single Sort recycling program.



City of Edina Residents--

The Easiest Way to Recycle is Coming to You!

Carted Recycling from Allied Waste Services starts April 1, 2013!

Q: What is Single Sort Recycling?

A: Single Sort recycling from Allied Waste allows you to throw all recyclable materials into one cart- no sorting or separating of the materials is needed, we'll do it for you! We'll provide you with a specially-designed recycling cart that you can place all recyclables into. The cart has wheels so it's easy to roll down the driveway and has a special grey lid that sets it apart from other containers. In the next few weeks you'll be getting more information so you fully understand the program.

Q: When will the new Single Sort Recycling program start?

A: The Single Sort recycling carts will be delivered to your home during the last 2 weeks of March.

The **first** Single Sort Recycling **pickup** will be **Monday April 2, 2013.** **We will empty your new recycling cart at your curb EVERY OTHER WEEK from that point on** (we'll provide you with a calendar when we deliver the new cart). Nothing has changed with your pick-up day or time. Please have your recycling cart to the curb by 6:30am on your service day.

Q: What size is the new Single Sort Recycling cart?

A: The new middle-sized recycling cart has 64 gallons of capacity. It stands 39" tall, is 25" wide, and is 27" deep. The "footprint" of the cart is similar to your current recycling bin, so it should fit in the same area you currently use. **If you need an additional or larger container please give us a call. We'll provide these at no extra charge!**

You will receive more information attached to the cart when it is delivered. Please keep this information.

Thank you from the City of Edina and Allied Waste & Recycling Services! For more information please visit www.AlliedWasteMinnesota.com or call our Customer Service Group at (952) 941-5174.

Partners in Recycling for More Than Two Decades



Here is an example of an educational/introduction brochure we've used that describes the new recycling program and gives residents the information they need to recycle! We will work with you to design a special brochure for this launch. I have included an actual brochure at the end of this proposal.

WHAT IS SINGLE SORT RECYCLING?
Now you can place your recyclable materials in one cart...no separating or sorting needed. We'll do it for you at our new facility! Simply put all recyclable items (see the chart on the reverse side) in the blue cart with this grey lid. It's that easy!

HOW DOES THE PROGRAM WORK?

- All recyclable items are placed in the 64-gallon blue cart with the grey lid.
- Recycling is collected every other week, on the same day as trash collection.
- Allied will take the recycling material to our great new Single Sort Recycling Facility and handle everything for you.
- The recycling cart should be placed at the end of your driveway with your trash cart. (Carts should be at least three feet apart from one another and any other objects.)

SINGLE SORT ADVANTAGES

- Wheeled carts offer the ease of rolling, no more heavy lifting.
- The carts have the same basic footprint as the recycling bin, but are taller to hold more recycling material.
- It's so easy to use-participation in recycling increases dramatically.
- Lidded carts protect recycling from blowing in the wind.
- Less truck traffic in your neighborhood.

www.AlliedWasteTwinCities.com

FREE
STREET
CARTS
AND
LIDS
ARE
AVAILABLE
FOR
RENT
ON
A
FEE-TO-BE-PAID
BASIS.

Waste
Services
Allied
9813 Riving Court Drive
Eden Prairie, MN 55527

Important information
about recycling program:
Single Sort Recycling carts will be
delivered to you with the next trash pickup.
YOUR NEW SINGLE SORT RECYCLING CART WILL BE
DELIVERED TO YOU WITH THE NEXT TRASH PICKUP.
Please keep for future reference
and keep for future reference.

Here is your
Introduction Guide to...

Single Sort Recycling

From Allied Waste/BFI

One cart.
No sorting.
(No kidding.)

The easiest way to
recycle is coming soon!

Simply put all of your
recycling in the new cart and
we'll take care of the rest!



SINGLE SORT RECYCLING: THE EASIEST WAY TO RECYCLE!

Simply place all of the items that are recyclable (in GREEN) into the new specially designed Single Sort Recycling cart.

YES! Recycle all of
these items in your new
Single Sort Recycling Cart.

Newspaper and Newspaper Inserts
Magazines and Catalogs
Junk Mail and Envelopes
Office and School Papers* colored paper, too
Cardboard
Boardboard - cereal, cake and cracker boxes
Brown Paper Bags - grocery type
Aluminum Cans
Tin and Steel Cans - rinsed
Glass Jars and Bottles
Plastic Milk Jugs
Plastic Bottles - with caps only
Phone Books

No need to sort or separate these
items. We'll do it for you at our
new recycling center.

Please keep this recycle guide handy and refer to it if you have any questions. You can
also log onto www.AlliedWasteTwinCities.com or call our Customer Service Group
with any questions.

In the North Metro Area call: **(763) 784-2104**

In the East Metro Area call: **(651) 455-8634**

In the West Metro Area call: **(952) 941-5174**

NO! These items
can't be recycled. Put
them in your trash cart.

No Plastic Bags
No Food Waste, Garbage or Yard Waste
No Food Tainted Items
used paper plates, paper towels or paper napkins
No Pizza Boxes
No Egg Cartons
No Ice Cream Cartons
No Paper/Waxy Milk Cartons
No Aluminum Foil
No Plastic Caps and Silverware
No Aerosol Cans
No Plastics other than Bottles
Items like clear plastic strawberry containers
No Juice Boxes/Bags

Simply roll your
new Single Sort Recycling cart
to the curb every other week
on recycle day.

We'll take it from there!

- Trash service continues to be every week.
- Single Sort Recycling is every other week.



Place your new
Single Sort Recycle Cart
on one side and...
...your trash cart on the other.



Here is a look at a recycling calendar every resident will receive initially (and annually) that is very effective in telling your resident WHAT and WHEN to Recycle. We ask the residents to keep this on their refrigerator as a great reminder.

You've recycled it. Now get rewarded for it! Many cities have RecycleBank. www.recyclebank.com

RecycleBank

Count down the NEW
items that can now
be recycled!

2012

ALLIED WASTE'S SINGLE SORT RECYCLING SCHEDULE

RECYCLE SERVICE IS ON BLUE WEEKS ONLY
TRASH SERVICE IS EVERY WEEK

YES! Recycle These Items!

- Newspaper & Newspaper Inserts
- Magazines & Catalogs
- All Junk Mail and Envelopes
- Cardboard (break-down boxes)
- Office & School Paper (all colors)
- Phone books
- Cereal & cracker-type boxes
- Brown paper sacks/bags
- Aluminum, Steel & Tin Cans
- Glass bottles and jars
- Plastics: #1 (HDPE) - bottles, caps
- Plastic food containers, tubs, bowls
- Plastic cups & containers (e.g., margarine tubs)
- Plastic milk jugs & paper milk cartons
- Plastic bags (store variety)
- Auto tires & other paper cartons

NO! Do Not Recycle These Items!

- No Garbage
- No Food Waste
- No Food-tainted Items
- (used paper plates)
- No paper towels or paper napkins
- No Pizza Boxes
- No Egg cartons
- No Wax-coated cartons
- No Ice cream cartons
- No Aluminum foil
- No Styrofoam cups/plates or packaging
- No Aerosol cans, propane tanks or helium tanks
- No Batteries

The red circle indicates a holiday. Service on or after the holiday will be delayed by one day this week.

www.AlliedWasteMinnesota.com East Metro: (651) 455-8634 South, West and North Metro: (952) 941-5174



Partners in Recycling for More Than Two Decades



Our goal would be to help develop public education pieces that will increase participation and improve compliance with recycling preparation instructions. We have done this type of thing on many, many occasions and have had significant success doing so. We have enclosed in the proposal these and other public education pieces that we have developed previously.

Allied Waste has also worked with other communities to increase awareness and education of recycling programs by making public appearances, providing information for local environmental groups, and have attended public events sponsored by the City. We will invest time, energy and recycling services at these events. We will certainly provide the City of Edina with low-cost pricing and service options for these events when that time comes.

We participate in literally hundreds of local community events each year. Some of them are very large and complex like the annual Susan G. Komen Race for the Cure, 2008 US Women's Open Golf Championship, the 2009 PGA Golf Championship, the 2002 PGA Championship and 2002 Solheim Cup. Other events are very small-- like Plymouth's Environmental Night at Kimberly Lake Elementary School, Neighborhood Night Out events and block parties. We have worked diligently to expand and promote the recycling services at each. We continue this mission each year because it's the right thing to do.

5. Describe how your company proposes to conduct set-out rates and participation studies.

Our Operations team will use summer interns, light-duty drivers, operations supervisors and others to actually conduct these studies. We'll have this person ride-along in the cab and count the actual number of participating households. We'll provide a detailed look at what percentage of people actually participate. If you choose the Recyclebank option, this will also give you detailed information on participation, etc.

6. Please describe your proposed means to provide annual materials composition for the City.

Initially, we will use our standard Twin Cities Single Sort recycling commodity matrix as the starting point for measurement (we may even use the Minnetonka and Plymouth percentages initially---because the recycling composition will be similar. This will allow us to develop a baseline to compare the City of Edina's material breakout with that of our other single sort recycling communities. After that point, the commodity ratios matrix that we use for Edina will be based upon actual load audits of the City of Edina's material. It will not be based on simple averages coming into our recycling center. We WILL do this right---and have specific data for the City of Edina.



7. State your means to estimate process residuals from your (or subcontracted) recycling facility.

We measure and report our residual rate monthly to the state. We evaluate the total inbound tons vs. the total tons disposed as MSW. We have 100% control because we use Allied Waste drivers, in our trucks and take it directly to our own facility.

8. What techniques, controls and other innovations will you employ to increase efficiency and maximize material quality and revenues.

The quality of our material loads that are sent to the mills is wonderful. We are constantly analyzing and investing in means to improve the quality and make sue more efficient. We have directed the industry by adding more plasics and aseptic packaging---added very expensive optical sorting systems that add efficiency and significantly minimize contamination and ensure the cleanest loads possible.

We invite recycling equipment industry experts into our MRF's to see if they can help us with "a better plan" or a more efficient way to sort, separate, bail and ship the materials.

Minimizing process residuals is a highly-important and constant mission for us. We have demonstrated a marketplace-leading low residual rate---and we achieve this by several means: first we spend extra money on the lids of the recycling cart. The in-mold label that is color-coordinated and uses images of acceptable materials with green (yes) and red (no) instructions makes a HUGE difference. We believe this is the biggest factor of why we have such clean loads and huge participation. The literatures we use to introduce the new program, and the annual recycling education calendar cards that are sent to each home, offer a wonderful reminder to what is and what isn't recyclable. This is a key factor as well.

Next, our drivers are always on the look-out for items that are not supposed to be in the load. A quick visual inspection as we drive up to the cart and then watching the contents fall out in to the truck's hopper both provide the driver with a good visual inspection of the material.

9. Provide an estimate of the relative amounts (in percent of total) of all residential container glass collected (all colors) by type of end use:

RECYCLED (by definition of recycling in Minnesota Statutes) including recycling into glass containers = 94 %

BENEFICIALLY USED (by definition and rules of the MPCA) such as fiberglass, sand-blast and aggregate for construction projects (e.g., as gravel base for roads) = 3%



RECOVERED using other applications including alternative daily cover (ADC) or other use of aggregate for utilities (e.g., gas or leachate collection) at landfills = 2%; and

DISPOSED into landfills whether as a separate material (e.g., mixed, broken glass only) or a part of the mixed process residuals from the recycling facility = 1%.

10. The City plans to expand its list of types of plastics to be recycled to be consistent with the new Hennepin County recycling funding policy (as adopted November 2011). To help the City evaluate the relative strength of your plastic markets, provide an estimate of the relative amounts used by domestic (U.S. and Canadian) end-users for each of the following grades of plastic:

(Percent of Plastic Grade Marketed Domestically)

| Plastic Resin Type | Bottle Grade | Non-Bottle Grade |
|--------------------|----------------|------------------|
| PETE (#1) | Virtually 100% | Virtually 100% |
| HDPE (#2) | Virtually 100% | Virtually 100% |
| PVC (#3) | Virtually 100% | Virtually 100% |
| LDPE (#4) | Virtually 100% | Virtually 100% |
| PP (#5) | Virtually 100% | Virtually 100% |

Provide a list of your plastic end use markets for plastic types #3, #4 and #5. Provide a list of your plastic end use markets for plastic tubs and lids/caps. (Note: This information may be submitted as confidential, non-public data under a separate sealed envelope.) End use markets do not include intermediate plastic processors that only grind, wash and/or pelletize recycled plastics into flake or pellets. End use markets are defined as manufacturers that use recycled resins to make new products.

What steps will you company take over the life of this proposed contract to market more of your recyclable plastics to domestic markets? Can these plans be included into the proposed contract as service standards?

As stated above, virtually 100% of our plastics materials are marketed domestically.

- a. Can you provide monthly certification disclosure documentation of end markets for each category of recyclable commodities?

A monthly certification would not be reasonably feasible. An annual disclosure would be acceptable to Allied Waste.

- b. Verify that all recyclables that are collected in the city are not landfilled or incinerated. M.S. 115A.94 prohibits the unapproved disposal of separated recyclable materials.

This is the law, and Allied Waste always operates within the law.

- c. How do you propose to estimate and report the amount of residuals from the end use markets (e.g., mills) that receive your recyclables from municipal recycling programs? The only thing we can provide to the City is a letter from the mill with a statement on their process and success minimizing residual. Keep in mind, the mills receive materials from many, many sources just not Allied Waste. Additionally we ship a mill material from hundreds of municipalities—and Edina's is not help separate from those others. There would be absolutely be NO WAY to verify that Edina's specific materials were handled at X%.

How will your proposal assist the City in improving its understanding about the material quality and environmental impacts of the end users you select to use as markets?

It is not or proposal that will help the City understand this---it's our work everyday on the street, our cutting edge recycling centers, our reputation in the industry and our proven experience with Edina that will help you. We will gladly take you to visit mills where we deliver material so you can see it for yourself. We have volume figures and can use calculations from the mills to determine the environmental impacts that could be (based on your tonnages) used to determine the environmental impacts that Edina residents are making.

11. If awarded the contract, describe how you will staff and deliver quality customer service during this Agreement. This includes, but is not limited to, collection service on the route, and customer service in the office (e.g., answering residents' call; processing invoices; reports; etc.).

We truly believe that customer service is not a department---it's THE belief that you exceed customer expectations every time---and that if something goes wrong, resolve it immediately. Our professional Operations Managers, Route Supervisors, dispatchers and drivers are trained to be the best at what they do. We as a company we focus on doing things right the first time and plan on exceeding our customer's expectations every time. We have a whole list of our current customers that will tell you that we are highly responsive, incredibly dedicated and deeply connected to the city officials we service and their residents. If we are chosen to again provide these services for Edina, we will do whatever it takes, whatever time of day, whatever day of the week to make sure your residents are 100% pleased with their service.

12. Briefly describe previous recyclables collection, processing and marketing experience. Highlight experience, municipal contracts, and recycling facilities within the Twin Cities Metropolitan Area (TCMA).



Without exception, Allied Waste has worked professionally and has met or exceeded expectations (both operationally and with the administrative side) on each and every municipal recycling services contract we have held since the year 2000. The very few service questions we receive are dealt with and resolved immediately. The resident or city contact person calls either our local Customer Service team or calls me directly for resolution. I will continue to be the contact person for the City of Edina, should we be awarded these services.

There has been a shift in the Twin Cities marketplace with regard to municipal recycling and trash services contracts: Allied Waste has been awarded 9 out of the last 11 contracts that have gone out for bid. The experience we have, the advanced recycling centers we have invested millions of dollars into, the professionalism steers how we behave, and the singular vision that these contractual relationships should be a partnership--- are what sets us apart from the others.

13. Specify if and how you will change your capacity (i.e., staff, vehicle fleet and processing / marketing) to fulfill the Agreement, if awarded.

There will be very little change in our operations staff if we are awarded the contract for Edina. We will use the same drivers who have been providing these services for years. Our drivers know every single household, every single alley, every single street, every little nuance in the City. We will, of course, be purchasing new trucks and new carts in order to fulfill these services for the City.

14. Specify the management, supervisory and foreman staff that will be directly responsible for the operations of recycling services (i.e., collection, processing and marketing). Resumes of key individuals may be included, limited to one page per individual.

John O'Neal, General Manager

John is the General Manager of our Eden Prairie Hauling Division that is responsible for providing the services of this contract. He has been with Allied Waste/Republic for 15 years. John will oversee the entire operations and service performance concerning the City of Edina contract.

Jerome Meyer, Operations Manager

Jerome has 22 Years of service with Allied/BFI. He spent 9 years as a driver, 1 year as our Residential Services Supervisor, 2 as Container Delivery/ Container Shop Manager and currently is in his 10th year as our Operations Manager. Jerome is responsible for all aspects of our Operations team.



Marvin Matthews, Residential Services Operations Supervisor

Marvin has provided service in our residential recycling system for 5 years and has done a great job bringing a higher standard for safety and service to the customers his team serves. He is a person of high integrity and character and it permeates through to the drivers he supervises.

Brent Trom, Residential Services Operations Supervisor

With 30 years of service at Allied Waste both as a residential services driver and as a member of our management team, Brent offers valuable insight into the day-to-day work of our route drivers. He's been in this Residential Route Supervisor role since March 2002 and will be the chief contact and direct supervisor to our drivers providing the service on the streets of Edina.

Claude Duran, Customer Service Manager

Claude was hired 7 years ago to develop, train and oversee a professional, local call-center for us. He has been very successful in doing this. Our local Call Center is located in Eden Prairie.

Rich Hirstein, Senior Manager of Municipal & Residential Marketing & Sales

Nearly 19 years of experience at Allied Waste/BFI in sales and sales management in both the commercial/industrial division and the residential/municipal services group. Rich will continue to oversee the full, successful execution of the contract and will provide communication and support throughout the contract period. He will be the key point of contact.

15. Describe plans for processing and marketing recyclables collected.

Allied Waste is a leader in the global recycle market. We have a full infrastructure built around materials marketing with 150+ years of experience. With a yearly recycle volume exceeding 1.8 million tons, we are able to forge partnerships that last decades. This experience and market expertise also allows us to mitigate risk for our customers. We make certain our products always move to sustainable end markets and work closely with local sources when possible.

Allied Waste has nearly 200 different contracted outlets for its collected recyclable material in North America and many more overseas. As one of the world's largest collectors and processors of recycling material we have earned a solid reputation as a company who delivers quality materials to the re-manufacturers of recyclable products.



16. State your company safety philosophy. Provide written, signed confirmation that all required safety plans are on file and available for review upon request. Include your safety manager's name and contact information (i.e., phone number, e-mail) in the proposal.

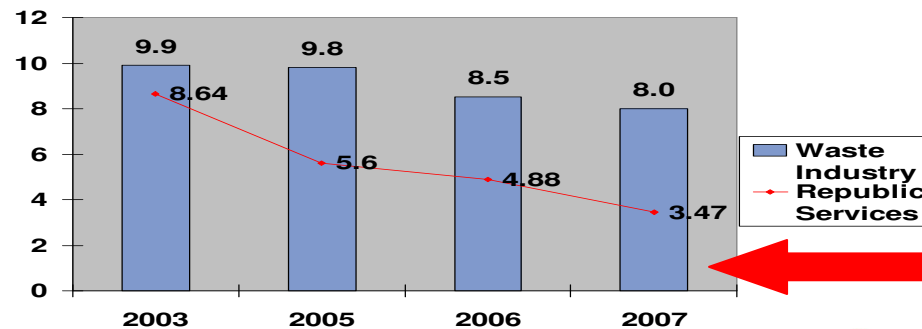
Our Company's Safety Goal is simple: *"To provide the Safest and Most Reliable Service in the Industry."* Our company has developed an aggressive behavior-based approach to safety which has enabled us to be leaders in the industry with the BEST overall programs and results (see below).

Our company's safety plan is on file at our Eden Prairie Area office and is available whenever you would like to see it. The document is 29 pages long and covers virtually every possible scenario.

My signature at the end of this proposal is confirmation to you that all of these plans are on file and in place.

Our Area Safety Manager is John Scheffler. He has been with our company for 21 years. His phone number is 952-946-5337 and his e-mail address is JScheffler@RepublicServices.com

Republic Services Comparison to Industry Performance



OSHA Recordable Injury Rate (# recordable injuries X 200,000/hours worked). 2003 -2007 NAICS 562111



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Date: August 31, 2009

You can see we are very safe (less than half of the industry average!) Until that is a ZERO, we are not satisfied.



Our company schedules monthly, weekly and impromptu safety meetings and discussions. We produce pieces like this poster that highlight the most important “Focus 6” safety elements. We are 100% committed to safety.

The “Behavior-based” approach at Republic Services

The company designed and implemented a comprehensive, interactive safety awareness campaign to reduce the frequency of six types of losses that have historically accounted for high levels of human suffering and monetary costs throughout the industry. Begun in April 2007, the campaign focused on one category a month with emphasis on the skills required to avoid accidents in the following 6 categories:

| | | |
|---------------|-------------|-----------------|
| Intersections | Employees | Rear Collisions |
| Rollovers | Pedestrians | Backing |



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Year In Review



Partners in Recycling for More Than Two Decades

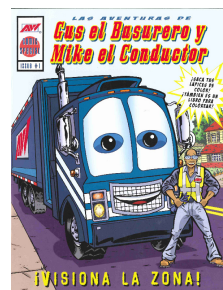
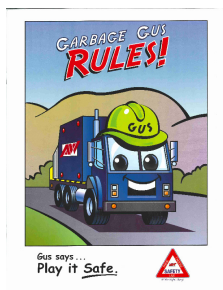


What will Allied Waste do to Promote Recycling and Safety with our Children?

With so many young children in Edina, it is vitally important for us to be safe each and every day. How do we do so well in the area of safety? We not only train, and teach, and re-train our employees to be safe, but we can also reach out to the kids in these neighborhoods. Here's an example of what we do to reach kids.

This safety comic book (see next page) starring Garbage Man Mike was developed by Allied Waste to appeal to kids and teach them about being safe around the trash and recycling trucks in their community. As you can see this is our Spanish language version, but we also print an English language version. We have distributed thousands and thousands of these comic books to kids throughout the United States over the last two years. It has been a big hit and is one component that has helped Allied Waste stay the safest organization in this industry.

Secondly, Allied Waste developed the character of "Garbage Gus" to promote safety. This is the cover of the 'activity book' we put together that has coloring pages, games, word searches, mazes, connect-the-dots, etc. that appeal to kids-- and at the same time teaches about safety around trash and recycling trucks. Both publications have been wildly successful and popular with kids and families around the country. We are very proud of the extra steps we take to keep our communities safe with programs like this.



Our education plan is not limited to elementary school-aged children. We are absolutely dedicated to being a great partner with the residents of Edina. The adults are the leaders in a community---so we will make sure our leaders are properly educated on the details of recycling.

Tours. We will set up tours of our Recycling Centers for all interested parties in Edina. We are an 'open book' with our processes and programs and look forward to contributing to a very well-educated recycling population in Edina.

Partners in Recycling for More Than Two Decades



17. Describe any environmentally sustainable initiatives in the TCMA that are currently a part of your company's business operations. List any future plans for your operations in the TCMA.

There are a significant number of things that Allied Waste has been doing and will continue to do that demonstrate environmentally sound business decisions and actions. The City of Edina can be assured of the commitment Allied Waste is making for a cleaner tomorrow.

Allied Waste is Converting our Fleet to Compressed Natural Gas in Minnesota!

One of the newest pieces of information just arrived the first week of April: we will be converting 90% of our truck fleet to Compressed Natural Gas (CNG). The City of Eden Prairie in March approved our request for a CNG filling station at our Eden Prairie operations center. We have ordered trucks that will operate on CNG and look forward to converting our fleet in the coming year!



After studying the effects on our efficiency and operations in other parts of the country, and after testing in the extreme cold, Allied Waste is convinced this is right, long-term approach in Minnesota! We are gearing up as we speak.



Locally, and nationwide, Allied Waste is committed to sound environmental stewardship and will work closely with customers to help them achieve their own "green" goals. The company's environmental initiatives extend beyond the management of waste volumes and include alternative energy generation and the introduction of clean-burning alternative fuels into its fleet.

In the Twin Cities our trucks currently run on B2 Bio diesel fuels. All of the new trucks that have been ordered meet or exceed the local and federal regulations required for use of alternative fuels in these vehicles---and CNG is coming later this year! We have also made a multi-million dollar commitment to Single Sort recycling here in the Twin Cities, which allows us to run our recycling trucks on an every other week schedule rather than a weekly schedule. Not only does this cut our service routing from 52 recycling pickups per year to 26 times a year, but each stop at the curb is nearly half the time using the automated side load trucks and the cart---rather than the conventional rear load or side (trough) load that is much slower and requires weekly service. This change allows us to save over half the normal fuel usage and stay off the streets of your city 26 more times per year.

In the area of alternative energy, Allied Waste is a leader in advancing landfill Gas-to-Energy (GTE) solutions. Our company currently has 52 landfill gas-to-energy projects underway, including 41 electric-generation plants, operating at facilities owned or operated by the company's subsidiaries across the country. In the San Antonio area, Tessman Road Landfill has one of the top electric-generation plants, and it is currently supplying power to more than 7,500 homes. Locally, at our disposal site in Inver Grove Heights, our Gas-to-Energy processing is powering over 8,000 homes a month! The emission reduction achieved by Allied Waste's current projects nationwide is equal to removing approximately 2.6 million vehicles from the road each year, providing heat/power to approximately 240,000 homes, or receiving the benefits of planting 3.7 million acres of trees. In addition, the company has over a dozen projects in permitting stages or under construction.

The emission reductions achieved by our current projects nationwide is equal to removing approximately 2.8 million vehicles from the road each year, providing heat/power to approximately 280,000 homes, or the carbon sequestration capability of 3.5 million acres of pine or fir forests.

Partners in Recycling for More Than Two Decades



Through more than 60 landfill gas-to-energy facilities (including our Inver Grove Heights facility), we capture and convert methane gas, which is naturally created at landfills, and create a renewable energy source. This low-cost, eco-friendly resource is used nationwide in a variety of ways – from the generation of electric power and industrial boiler fuel to powering industrial production – and is just one of the options we are exploring to turn waste into energy.

Allied Waste is essentially finished with developing our entire “Eco-Campus Education and Learning Center” at our property in Inver Grove Heights, MN. We now have a meeting center and education room in our updated, new multi-million dollar Recycling Center, Waste-to-Energy Center, the Pine Bend Sanitary Landfill, our Methane Gas Recovery Facility, an Organics site, Yard Waste compost site, and a small hauling operations site.

18. Minnesota’s Global Warming Mitigation Act of 2007 commits to reducing the state’s greenhouse gas (GHG) emissions by 15% by 2015. What actions will your company be taking by the end of this contract term to help achieve this goal in Minnesota? Describe your plans for reducing greenhouse gas (GHG) emissions as part of the proposed recycling services for the City of Edina. Itemize your GHG emission reduction plans in terms of the following four categories of the recycling system (listed in order of priority to the City of Edina):

- ◆ On-route, curbside collection operations in the City of Edina (e.g., route efficiencies, operator instructions and other driver policies, fleet maintenance, fuel types, and other transportation related measures directly related to curbside recycling operations).

This sophisticated piece of equipment (which is locally produced by Donaldson Companies of Bloomington) is cutting our diesel fuel emissions by over 20%! This Diesel Oxidation Catalyst re-burns the emissions, thus total emissions are significantly reduced. We have invested in this extra equipment because it is the right thing to do and because of our commitment to the environment. It is not just good company policy; it is the best way to be a committed steward for the earth.



Additionally...

- We are using bio-diesel fuels in all of our trucks,
- Using state-of-the-art route mapping software (Route Auditor4) to ensure the MOST efficient routing plans possible. We use GPS tracking technology and our years’ of experience to make sure we have the best possible and safest service sequences,

Partners in Recycling for More Than Two Decades



- We use an extensive “Model Shop” program that makes us the most efficient repair and maintenance operation in the industry,
- We have implemented a complete tire maintenance program. Our drivers are required to measure tire pressure twice daily to ensure optimal tire pressure-- leading to improved fuel efficiency. We have reviewed proper tire choice to improve tire safety and contact surface area while increasing wear life. IN TOTAL, HAVE REDUCED TIRE CONSUMPTION BY OVER 400 TIRES ANNUALLY!
- Our commercial fleet is equipped with a system call Fleetmind that operates on GPS and helps us route our vehicles and provide extra services efficiently,
- We have installed auto shut off's on trucks to prevent idling over 5 minutes...saving fuel consumption and emissions,
- We have a spill kit located on each truck to be used to minimize environmental impact in the event of a hydraulic spill; Our drivers are highly trained in their use,
- We have invested in a Mobile Filtration System with Smart Kit by Schroeder Industries to reuse and recycle all hydraulic oil in our entire local fleet. Will save over 11,000 gallons of hydraulic oil on an annual basis. That savings will equal 33,000 gallons of oil saved locally over life of this 3 year contract.
- We recycle 100% of all of our waste oil and waste oil filters,
- We invested in parts washers that utilize 100% recycled fluid and have completely eliminated all hazardous waste material from our operation.
- We have also been partnering with Minnesota Environmental Initiative and the Green Fleet program for the last four years to install an exhaust after treatment system on our trucks called a DOC or diesel oxidation catalyst which collects and burns particulate matter coming from the exhaust stream. Have installed 20 units and are working to further equip more trucks with them.
- Have also been working with Donaldson companies as a test site for their newest exhaust treatment systems. Currently we have 5 trucks and transfer station loader with test equipment on them.
- We were partnered with Mack trucks to pilot test their newest truck with the SCR 2010 emissions equipment,
- All metal (steel, aluminum, brass), fluorescent light tubes, brake shoes, tires, anti- freeze are all recycled.
- Testing extended engine oil drain intervals to minimize the amount of engine oils used annually.



- ◆ Recyclables materials processing operations in the TCMA (e.g., overall processing efficiencies, alternative means to reduce process residuals, facility energy efficiency, and other measures directly related to operation of your recycling facility or your subcontractor's recycling facility).

At our Minneapolis recycling center we underwent an extensive energy audit by Xcel Energy. We changed lighting systems and retrofitted to more energy efficient bulbs and systems, reinforced and weatherized all exterior wall areas, developed a new automatic door-opening and closing system that keep the big door to our tipping floor closed more often in cold weather conditions...and open more often during good weather conditions. We also enclosed the manual sorting areas so that our employees could stay in comfortable conditions when they did their work—and so we didn't have to over heat/cool the entire buildings just to keep them warm/cool.

- ◆ Materials transportation to market (e.g., location of end markets, transportation logistics, etc.).

Allied Waste believes that establishing strong relationships with local end markets is critical to its success and will continue to deepen those local relationships. As an example, we were instrumental in convincing our partner Strategic Materials to bring its optical glass sorting capabilities and operations to Minnesota. We have dozens of mill/end market relationships in Minnesota and the states and provinces that surround Minnesota.

At these facilities we are equipped to ship via truck and by rail. This gives us the ability to maximize market potential. We ship to mills locally, regionally, nationally, and in some cases, all around the world. Our size, excellent material quality and solid relationships with many different mills give us the ability to move the material. Our strong relationships with these mills also afford us the ability to stay in business and weather the inevitable fluctuations in the market. Because of our relationships and clean, consistent, stable, growing volumes, Allied Waste is poised to be the marketplace leader in this category for years to come.

- ◆ Selection of end markets and their own efficiencies (e.g., overall production efficiencies, alternative means to reduce residuals from end use markets, etc.).

We only work with professional, proven, environmentally sustainable recycling partners. We do not take these relationships lightly—nor do we move from mill to mill just to get the 'best current price'. We hold our relationships closely and demand that they do the same. We select end markets that are close in proximity over those that are further away---as long as they understand the importance of our relationship and environmental sanctity of the process.



19. List at least three references. Provide the name, title, organization, phone number, e-mail, information, dates service provided. You are encouraged to submit up to three reference letters.

Here is the same list as we provided earlier in the proposal. These people will give you a good feel for the depth of our relationship and the personal commitment I have made to each and one of them and their programs.

| Municipality | Contact Person | Contract Start Date | Phone | E-mail Address |
|-------------------------|-----------------------|----------------------------|--------------|--------------------------------------|
| City of Albertville | Larry Kruse | 2011 | 763-497-3384 | LKruse@ci.albertville.mn.us |
| City of Excelsior | Cheri Johnson | 2006 | 952-653-3675 | cheri@ci.excelsior.mn.us |
| City of Golden Valley | Mark Ray | 2012 | 763-593-3960 | mray@ci.golden-valley.mn.us |
| City of Minnetonka | Dean Elstad | 2012 | 952-988-8430 | delstad@ci.minnetonka.mn.us |
| City of Mntnka Beach | Susanne Griffin | 2006 | 952-471-8878 | sgriffin@ci.minnetonka-beach.mn.us |
| City of Mound | Joyce Nelson | 2006 | 952-472-0600 | joycenelson@cityofmound.com |
| City of Plymouth | Doran Cote | 2012 | 763-509-5501 | dcote@ci.plymouth.mn.us |
| City of Plymouth | Sarah Hellekson | 2012 | 763-509-5052 | shellekson@ci.plymouth.mn.us |
| City of Shorewood | Julie Moore | 2009 | 952-960-7906 | jmoore@ci.shorewood.mn.us |
| City of Spring Park | Wendy Lewin | 2006 | 952-471-9051 | wlewin@ci.spring-park.mn.us |
| City of Tonka Bay | Clare Link | pre 2000 | 952-474-7994 | clink@cityoftonkabay.net |
| City of Plymouth | Doran Cote | 2012 | 763-509-5501 | dcote@ci.plymouth.mn.us |
| City of Anoka | Pam Bowman | pre 2000 | 763-576-2725 | pbowman@ci.anoka.mn.us |
| City of Champlin | Roberta Colotti | pre 2000 | 763-923-7111 | rcolotti@ci.champlin.mn.us |
| City of Elk River | Rebecca Haug | pre 2000 | 763-635-1068 | rhaug@ci.elk-river.mn.us |
| City of Fridley | Julie Jones | pre 2000 | 763-572-3599 | jonesj@ci.fridley.mn.us |
| City of Maple Grove | Frank Kampel | pre 2000 | 763-494-6365 | fkample@ci.maple-grove.mn.us |
| City of New Brighton | Joe Hatch | 2011 | 651-638-2061 | joehatch@newbrightonmn.gov |
| City of Shoreview | Tom Wesolowski | 2011 | 651-490-4652 | twesolowski@shoreviewmn.gov |
| City of Vadnais Heights | Kathy Keefe | pre 2000 | 651-204-6013 | kkeefe@cityvadnaisheights.com |
| Township of White Bear | Bill Short | 2000 | 651-747-2758 | bill.short@white-bear-township.mn.us |
| City of Bayport | Sara Taylor | pre 2000 | 651-275-4404 | staylor@ci.bayport.mn.us |
| City of Little Canada | Joel Hansen | pre 2000 | 651-766-4040 | joel.hansen@ci.little-canada.mn.us |
| City of North St. Paul | Scott Duddeck | 2001 | 651-747-2436 | sduddeck@ci.north-saint-paul.mn.us |

Without exception, Allied Waste has worked professionally and has met or exceeded expectations (both operationally and with the administrative side) on each and every municipal recycling services contract we have held since the year 2000.



Letters of Reference

In an effort to give you a specific feel for our efforts, relationships and our partnerships with other communities, I have included several letters of reference at the back of this proposal. I have not included all of them---but just a sample.

Obviously these individuals are your colleagues. The WAY in which we foster our relationships with communities will likely be an important part of your decision making process. Please read the letters and understand that my commitment is going to be in making the recycling services in Edina the most appreciated and positive service that the residents receive.

20. Marketing to highest and best use as a recyclable material, i.e. glass to glass, plastic bottle to plastic bottle is an environmental preference. Describe how your company meets this preference.

Because of our size, strength and ability to deliver good quality materials exactly how and when mills need them is a HUGE advantage compared to other recycling service companies. In EVERY case we recycle in the highest and best use scenarios. Our position as a leader in this marketplace allows us to place our materials with the best and brightest end uses and mills. We are very proud of our leadership position in this regard.

21. **Description of single-sort operations details** - If you are proposing under the single-sort scenario, answer the following questions in sufficient detail:

- a. Are you proposing any changes or variances to the single-sort scenario specifications as stated in the RFP (Section 10.2)? If so, itemize those changes and fully describe the difference. Also, estimate the cost implications of the proposed change. **NO.**
- b. Can you make the RFP-specified start date of January 1, 2013? If not, what “change date” do you propose for start of the new single-sort recycling collection service? **YES, in fact, we’d love to make this switch-over in September of 2012!**
- c. If you are submitting an alternate proposal, what size of recycling cart will be your standard or “default”?
We are giving the City of Edina the choice of default container size: either select the standard of 64 gallon or select the standard size as the 95 gallon cart. Options are nice, aren’t they?



d. What is your proposed policy for number of “free” cart switches that residents can make per year? If a resident exceed this number of “free” cart switches, what is your proposed administrative, handling and/or delivery cost for any switch above this free level?

If a resident makes reasonable requests that are justified, we’ll make the switches as we see fit at no charge. If a resident becomes “abusive” of this policy, then we will provide the switches at \$10.00 per switch.

e. What are your policies and truck-side procedures to manage prohibited items that residents may place in the recycling cart? Will your proposed single-sort operations have any public education “leave behind” tags for prohibited items? If so, attach a reference example of such a leave behind public education tag.

Yes, we have procedures in place for this and I am including at the back of the proposal examples for our orange Education Tags. Our drivers watch the loads as they are tipped in the truck’s hopper. If they see items that are clearly outside of the acceptables list, they will leave an Education Tag behind.

f. What is your proposed cart color? Lid color?

The cart color will be nice blue with a beautiful **EDINA GREEN** lid.



g. What is your proposed/example content of resident in mold label (IML) instructions to be mounted on the lid? (Please include an example in your proposal.)



h. What is your proposed policy and procedure for pick-up and recycling of the City’s old dual-sort curbside bins? Who is your proposed market for this type of plastic? Contact person, email and phone number?

Allied Waste will pick up the small recycling bins from residents—and the price we will charge for the one-time event is built into the monthly rate. If we are chosen as the recycling services provider for Edina, we’ll help to secure a recycling company to accept the containers. If that company is located here in the Twin Cities metro area, we’ll deliver them to that site at no charge. If the company is outside the metro area, we can help the City look for hauling options...but that hauling cost will be the responsibility of the City.

i. What is your proposed list of single-sort public education tools? Please describe in sufficient detail and include examples from other existing City programs.

We have provided many electronic examples of these education tools earlier in this proposal and have included actual examples of these pieces in the back of the proposal. Many of these are self-explanatory and all can and will be revised/developed to meet the specific needs of Edina's roll-out.

Our philosophy is that these education tools/plan cannot just be a City-driven effort. Allied Waste will be there providing the expertise, time, effort, and financial resources that will make these changes effective and efficient so that they will have relative permanence. Kids need to understand the whole program as well as their parents.

Choosing whether to recycle or to not recycle is not a socio-economic issue. Our philosophy is that it is an issue of education, ease of participation and having the opportunity to recycle. We will remove any hurdles that derail this core belief by educating people on recycling, making participation in the program even easier by providing the single sort carts, and ensuring that the opportunity for everyone in the City to recycle is automatic.

23. Provide an example of Contractor's annual report, trends in recovery rate and participation. Include efforts to expand recyclable markets, summary of market trends, contractor recommendations for improvements in city recycling program. We have attached an example annual report. We are not sure about how to answer this question, however. We can certainly submit to you our Annual Corporate Report...but we are not sure that that will suffice for you. We are open to provide you with any information you'd like and can certainly offer ideas on our successful efforts to add more recyclables to the acceptables list...and can certainly discuss market trends...and recommendations for improvements. We believe that you will be seeking these reports after a company is chosen as your recycling service provider.



Why Should the City of Edina Move to Carted Single Sort Recycling?

Overall recycling collection volumes and participation have been flat or down in Minnesota and across the country. Allied Waste has approximately 200,000 households using Carted Single Sort Recycling here in the Twin Cities metro area...and they love it! They love it because the cart makes it easier to recycle.

Carted Single Sort Recycling with Allied Waste allows you to throw all recyclable materials into the same container—without any sorting or separating of the materials. It's the easiest, cleanest way to recycle! Participation and the amount of recycling collected increase significantly with Carted Single Sort.



Here are some of the benefits Edina residents will see from a Carted Single Sort Recycling Program from Allied Waste

- Allied Waste provides a new 68-gallon recycling cart to every resident in Edina
- The Single Sort cart has wheels so it's easy to roll—no more carrying or dragging the bins to the curb
- The cart is self-contained so it doesn't leak in your garage or driveway
- The cart has a lid that keeps out the bees and the weather...and keeps the recycling from blowing around the neighborhood on windy days
- The cart lid has a distinctive green color to set it apart from the trash cart
- The lid has a full-color, in-mold label that gives clear directions on what is recyclable and what is not recyclable
- The Single Sort program is an every other week service, which limits the wear and tear on your streets. This also keeps traffic to a minimum in a city with so many young children

When we introduce Carted Single Sort Recycling to a community, the volume of recyclables collected increases significantly—usually over 25%. This program is designed to make it easy for people to participate. People who didn't recycle, start; people who recycled some, recycle more; and people who recycle a bunch, love the carts!

People love this program, love the easy-to-use carts and the increased recycling volume is great for our environment!



What is RecycleBank?

Recyclebank is the premier rewards and loyalty program that motivates people to recycle and to engage in environmentally helpful activities. The goal of RecycleBank is to motivate households to dramatically increase their recycling efforts with RecycleBank Reward Points. The RecycleBank curbside program quickly and easily measures the amount of material each participating home recycles and then converts that activity into RecycleBank Reward Points that can be used at hundreds of local and national rewards partners. If this program is implemented, we'll have dozens of businesses that are part of the program.

The Recyclebank program is simple to implement, market-driven and proven to work, saving money and rewarding citizens for their environmental stewardship.

Why Add Recyclebank on to the Services for Edina?

Allied Waste is introducing Recyclebank to Edina to change behaviors and attitudes towards recycling with a positive message. We know we'll succeed by making recycling understandable, easy-to-use and rewarding!

In the simplest terms possible, RecycleBank will drive people to recycle thru valuable incentives and reward them for positive environmental behavior. Allied Waste and Recyclebank will be directly rewarding Edina residents for recycling.

How does this program give *Real Value* to Edina households?

The average household will earn approximately \$15 to \$18 per month in valuable, useful rewards. Cub Foods and hundreds of other prominent, local companies are excited about being a big part of this program. Recyclebank and Single Sort Recycling with Allied Waste is an added benefit for your residents! With these reward the annual cost of the recycling program could be paid back to the participating households within a few months! Easy.

You'll see on the pricing pages that the Recyclebank program costs only \$.75 more per month---or \$9.00 per year!

Partners in Recycling for More Than Two Decades





BBMG Consistent Consumer Report: Redefining Value in a New Economy (2009)

Recyclebank

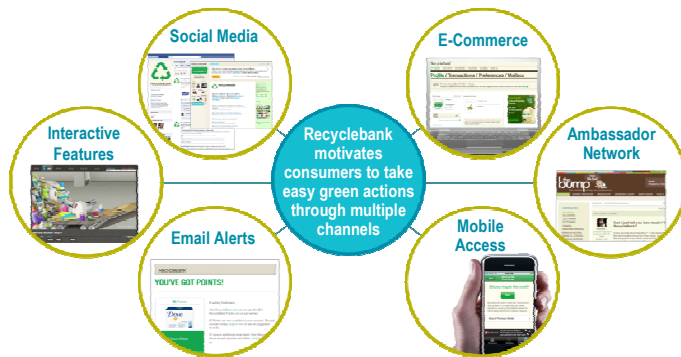


Recycle → Earn → Reward

Members receive an average of \$150 in rewards and savings

Recyclebank

Ongoing Engagement



Recyclebank

The Result – Real Engagement.



8

Recyclebank

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SAMPLE NATIONAL REWARD PARTNERS



We also have
hundreds of great
local Rewards
Companies! Here are
just a few.



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Turn your recyclables into rewards.

Your recycling efforts are converted to RecycleBank Points. The more you recycle, the more points you earn!

Free membership gives you access to:

- Rewards**
Recycle to earn points that can be redeemed for rewards like discounts, gift cards, and more at local and national retailers.
- More Ways to Earn**
Earn more points for taking green actions, like recycling your electronics and more.
- Green Tips**
Get articles and information on reducing your environmental impact.

Register today!
Flip to see your activation code and become a member! ▶

Follow us!

Did you know? Your points can be used for Coca-Cola® products or My Coke Rewards™ points.

RESTAURANTS: Sandwiches, Coca-Cola, Gift Cards

ENTERTAINMENT: Popcorn

SPORTS: Football, Basketball

ELECTRONICS: Monitor, Laptop

HOME: Coffee Maker, Toaster

GROCERY: Groceries, Bread

APPAREL: Backpack, Shoes

Join today. Recycle your waste. Reward yourself.

RecycleBank.com | 1.866.563.0114

Register your account at RecycleBank.com and become a member!

Here's a simple example of how we promote the program. We have done dozens of other things as well. We want people engaged in the program...it'll be great for your residents to save a little money, great for the local economy, and great for recycling!

Edina has an opportunity to be a part of the Recyclebank Award-Winning program which has reached well over 3 Million subscribers! The Recyclebank program is proven, along with single sort recycling, *to increase recycling total tonnage*, therefore diverting more and more from the landfills. And, it greatly rewards and educates ALL RESIDENTS at the same time.

The Cities of Shorewood, Excelsior, Maple Grove, and White Bear Township all have Single Sort and Allied Waste and Recyclebank. Is Edina a community that is driven by GREEN Initiatives like this? I think so. There are thousands and thousands of residents and households in neighboring subscription cities like Bloomington, Eden Prairie, Richfield, etc... that are all enjoying what EDINA residents cannot: the finest Rewards and Community Engagement Program available that will also KEEP AND DRIVE BUSINESS LOCAL.

Maintaining a solid tax base, by continuing to offer residents the finest programs and services, is one of the pillars principles which the community was founded! Edina has been driven by having the best educational programs for its children--- why would they stop at the students...when EDINA could be THE leader in educating residents, young and old... how to be the most environmentally-friendly community possible? Recyclebank's Website is the online, Community Engagement Platform that will facilitate this for all participating households. They also support non-computer or email households via toll-free personal shopper support!

The single-sort recycling Recyclebank program allows participants to earn, on average between \$130 to \$200 per year. The amount of local spending across the local Edina business community will be impactful and highly visible.

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ATTACHMENT B: Price Worksheets

Attachment B.1

Revenue Sharing Formula and Processing Fee Price Worksheets

B.1.1 Proposed Percent Revenue Share By Commodity:

Revenue share is the percent of gross material sales ^(a) after the processing fees.

Allied Waste's proposed percent revenue share rates proposed to be credited to the City are:

| Year ^(b) : | 2013 | 2014 | 2015 |
|-----------------------|------|------|------|
| All Paper Grades | 100% | 100% | 100% |
| Aluminum | 100% | 100% | 100% |
| Steel Cans | 100% | 100% | 100% |
| Glass | 100% | 100% | 100% |
| Plastic Bottles | 100% | 100% | 100% |

This revenue share is guaranteed and shall not be amended without a written agreement. *

(a) Revenue share material sales shall be based on the published market indexes specified in Section 13 of this RFP. Revenue share amounts shall come in the form of monthly credits back to the City.

(b) Please add additional columns as needed if you want to show a different percent revenue share for the later years (2016 and beyond) within a five year or seven year contract term option. **Allied Waste will offer the same Revenue Share percentage for the 5 and 7 year proposals.**



B.1.2 Proposed Processing Fees By Commodity:

Our proposed per ton processing fees are:

| Processing Fees (per RFP Specifications) | | | |
|--|------------------|------------------|------------------|
| Year ^(a) : | 2013 | 2014 | 2015 |
| All Paper Grades | \$__95__ per ton | \$__95__ per ton | \$__95__ per ton |
| Aluminum | \$__95__ per ton | \$__95__ per ton | \$__95__ per ton |
| Steel Cans | \$__95__ per ton | \$__95__ per ton | \$__95__ per ton |
| Glass | \$__95__ per ton | \$__95__ per ton | \$__95__ per ton |
| Plastic Bottles | \$__95__ per ton | \$__95__ per ton | \$__95__ per ton |

IMPORTANT NOTE: the same \$95.00 per ton processing fee will be in place for our 5 and 7 year proposals as well.

These processing fees are guaranteed and shall not be amended without a written agreement.

Notes:

- (a) Please add additional columns as needed if you want to show a different processing fee by commodity for the later years (2016 and beyond) within a five year or seven year contract term option.

City of Edina Curbside Recycling Revenue Share Example

Allied Waste Services

Residential Curbside

3/1/2012

| | | Processing | 2 | Finished | Commodity | Net | |
|------------------|--------------|------------|---|------------|------------|-------------------|--|
| Product Mix | Percent | Cost/Ton | Cost Wt Avg | Commodity | Wt Avg | Tipping | |
| | | Cost/Ton | Allocation | Value | Allocation | Charge / (Rebate) | Market Indicator |
| Clear Glass | 5.8% | \$95.00 | \$5.53 | (\$30.00) | (\$1.75) | \$7.28 | Fixed |
| Brown Glass | 4.6% | \$95.00 | \$4.38 | (\$30.00) | (\$1.38) | \$5.76 | Fixed |
| Green Glass | 4.5% | \$95.00 | \$4.24 | (\$30.00) | (\$1.34) | \$5.58 | Fixed |
| Mixed Glass | 14.9% | \$95.00 | \$14.15 | (\$30.00) | (\$4.47) | \$18.61 | Fixed |
| HDPE Natural | 1.5% | \$95.00 | \$1.43 | \$740.00 | \$11.13 | (\$9.70) | Waste News low side price of prior month |
| HDPE Pigmented | 1.5% | \$95.00 | \$1.43 | \$600.00 | \$9.02 | (\$7.59) | Waste News low side price of prior month |
| PET | 3.0% | \$95.00 | \$2.86 | \$560.00 | \$16.84 | (\$13.98) | Waste News low side price of prior month |
| Residual Garbage | 3.0% | \$95.00 | \$2.85 | (\$51.50) | (\$1.55) | \$4.40 | Fixed |
| Steel | 2.2% | \$95.00 | \$2.05 | \$120.00 | \$2.60 | (\$0.54) | Waste News low side price |
| Aluminum | 1.4% | \$95.00 | \$1.37 | \$1,640.00 | \$23.70 | (\$22.33) | AMM Aluminum high side price |
| OCC | 5.3% | \$95.00 | \$5.07 | \$95.00 | \$5.07 | \$0.00 | OBM #8 high side price |
| ONP | 42.3% | \$95.00 | \$40.16 | \$95.00 | \$40.16 | \$0.00 | OBM #8 high side price |
| OMG | 5.2% | \$95.00 | \$4.98 | \$95.00 | \$4.98 | \$0.00 | OBM #8 high side price |
| Mixed Paper | 4.8% | \$95.00 | \$4.52 | \$95.00 | \$4.52 | \$0.00 | OBM #8 high side price |
| | | | | | | | |
| 100.0% | | \$95.00 | | \$107.52 | | (\$12.52) | |
| | | | | | | | |
| Total Tons | | | | per ton | total | | |
| 380.00 | Tipping Fee: | | Processing Cost | | \$95.00 | \$36,100.00 | |
| | | | Total Commodity Value | | \$107.52 | \$40,859.39 | |
| | | | Rigid Net Charge/(Rebate) * 100 % Rev Share | | (\$12.52) | (\$4,759.39) | |
| | | | | | | | |
| Edina Share % | | Month Tons | Edina Tons | | | | |
| 100% | | 380 | 380.00 | | | | |

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Attachment B.2
Residential Curbside Recycling -
Collection Service Fees Price Worksheets
(Price per Household)

Allied Waste Services will NOT be submitting a price for Dual Sort recycling.

Attachment B.2.1.1 Dual-sort Scenario (three year term)

Our proposed price per household (i.e., Certified Dwelling Unit) for dual-sort curbside collection service per month from January 1, 2013 through December 31, 2015 for the City shall be:

Attachment B.2.1.2 Dual-sort Scenario (five year term)

Our proposed price per household (i.e., Certified Dwelling Unit) for dual-sort curbside collection service per month from January 1, 2013 through December 31, 2017 for the City shall be:

Attachment B.2.1.3 Dual-sort Scenario (seven year term)

Our proposed price per household (i.e., Certified Dwelling Unit) for dual-sort curbside collection service per month from January 1, 2013 through December 31, 2019 for the City shall be:



Attachment B.2.2.1 Single-sort Scenario (three year term)

Allied Waste's proposed price per household for single-sort curbside collection service per month from January 1, 2013 through December 31, 2015 for the City shall be:

| Year | Price per Curbside CDU per Month |
|------|----------------------------------|
| 2013 | \$2.80 |
| 2014 | \$2.88 |
| 2015 | \$2.96 |

Attachment B.2.2.2 Single-sort Scenario (five year term)

Allied Waste's proposed price per household for single-sort curbside collection service per month from January 1, 2013 through December 31, 2017 for the City shall be:

| Year | Price per Curbside CDU per Month |
|------|----------------------------------|
| 2013 | \$2.58 |
| 2014 | \$2.65 |
| 2015 | \$2.72 |
| 2016 | \$2.80 |
| 2017 | \$2.88 |

IMPORTANT NOTE:
Allied Waste's Single Sort pricing for the 3, 5 and 7 year options includes the removal of the 18 gallon bins from each household at the initial delivery of the new Single Sort carts.



Attachment B.2.2.3 Single-sort Scenario (seven year term)

Allied Waste's proposed price per household for single-sort curbside collection service per month from January 1, 2013 through December 31, 2019 for the City shall be:

| Year | Price per Curbside CDU per Month |
|------|----------------------------------|
| 2013 | \$2.40 |
| 2014 | \$2.47 |
| 2015 | \$2.54 |
| 2016 | \$2.61 |
| 2017 | \$2.68 |
| 2018 | \$2.76 |
| 2019 | \$2.84 |

IMPORTANT NOTES: Allied Waste's Single Sort pricing for the 3, 5 and 7 year options include the removal of the 18 gallon bins from each household at the initial delivery of the new Single Sort carts.

If the City of Edina should choose to include the Recyclebank program, the month fee would be \$.75 per household. Simply add the \$.75 per month to any of the above monthly Single Sort rates.



Attachment B.3 Proposer's Alternate (Not required)

Proposers may suggest an alternate collection / processing scenarios and/or revenue sharing scenarios. To be considered eligible, proposals must be complete and fully responsive. The alternate scenarios submitted must have a complete system description (Attachment B.3.1). The proposer must complete the price worksheets in Attachments B.3.2, B.3.3, and B.3.4 or suitable equivalents.

The alternate system description (Attachment B.3.1) must include adequate details about: collection methods, frequency, schedules (e.g., days of the week), processing operations, any differences in marketing tactics, etc. Any differences compared to the dual-sort and single-sort RFP scenarios and revenue sharing requirements (as specified within this RFP) must be clearly and explicitly stated. Implied or unstated alternate provisions will be deemed as non-responsive and therefore not acceptable and may be grounds for the City to reject the alternate proposal.

B.3.1 Complete Description of Alternate System

The City of Edina may choose to have 95 gallon single sort carts as the default cart (rather than the 65 gallon). If that becomes the case, Allied Waste will propose the following “Alternate” prices:

Allied Waste’s proposed price per household (i.e., Certified Dwelling Unit) for single-sort curbside collection service per month from January 1, 2013 through December 31, 2015 for the City shall be:

| Year | Price per Curbside CDU per Month 95 gallon Cart as default |
|------|---|
| 2013 | \$2.92 |
| 2014 | \$3.00 |
| 2015 | \$3.09 |



Attachment B.2.2.2 Single-sort Scenario (five year term)

Allied Waste's proposed price per household (i.e., Certified Dwelling Unit) for single-sort curbside collection service per month from January 1, 2013 through December 31, 2017 for the City shall be:

| Year | Price per Curbside CDU per Month 95 gallon Cart as default |
|------|---|
| 2013 | \$2.69 |
| 2014 | \$2.77 |
| 2015 | \$2.85 |
| 2016 | \$2.93 |
| 2017 | \$3.01 |



Attachment B.2.2.3 Single-sort Scenario (seven year term)

Allied Waste's proposed price per household (i.e., Certified Dwelling Unit) for single-sort curbside collection service per month from January 1, 2013 through December 31, 2019 for the City shall be:

| Year | Price per Curbside CDU per Month 95 gallon Cart as default |
|------|---|
| 2013 | \$2.50 |
| 2014 | \$2.57 |
| 2015 | \$2.64 |
| 2016 | \$2.71 |
| 2017 | \$2.79 |
| 2018 | \$2.87 |
| 2019 | \$2.95 |

IMPORTANT NOTES: Allied Waste's Single Sort pricing for the 3, 5 and 7 year options include the removal of the 18 gallon bins from each household at the initial delivery of the new Single Sort carts.

If the City of Edina should choose to include the Recyclebank program, the month fee would be \$.75 per household. Simply add the \$.75 per month to any of the above monthly Single Sort rates.

B.3.2 Proposed Alternate Percent Revenue Share

(Specify Materials Covered by this Alternate Scenario):

Note: Allied Waste will not be submitting an Alternate Revenue Share Option

B.3.3 Proposed Alternate Processing Fees

(Specify Materials Covered by this Alternate Scenario):

Note: Allied Waste will not be submitting an Alternate Processing Fees Option

B.3.4 Alternate Collection Service Fees Worksheet:

Note: Allied Waste will not be submitting an Alternate Collection Fees Option



ATTACHMENT D - Signature Page

Project Title: City of Edina Residential Recycling Services

Date/Time Proposals Due: **Wednesday, April 18, 2012; No later than 4:00 p.m.**

PROPOSAL SUBMITTED BY:

Signature: _____

Name/Title: Rich Hirstein

Firm Name: Allied Waste Services

Mailing Address: 9813 Flying Cloud Drive

City/State/Zip: Eden Prairie, MN 55347

Official Contact Person: Rich Hirstein

Phone Number(s): 952-946-5330

Email Address: rhirstein@republicservices.com

PROPOSALS WILL BE ACCEPTED AT:

Edina City Hall

4801 West 50th Street, Edina, MN 55424

No later than 4:00 p.m. Wednesday, April 18, 2012

RECEIVED: _____
DATE TIME BY WHOM

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